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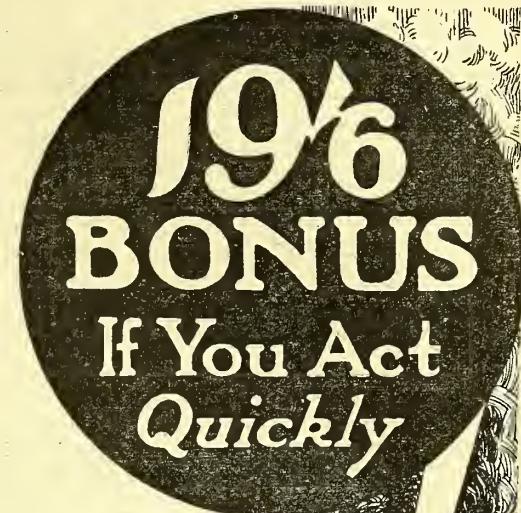
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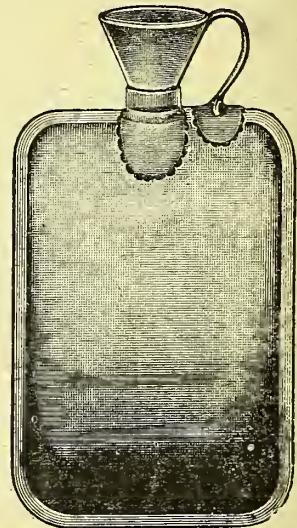
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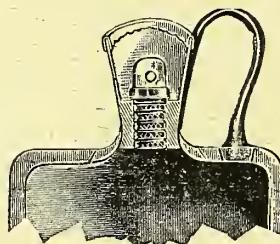
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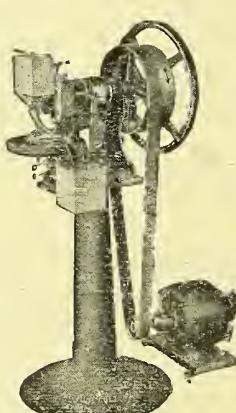
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LARGED THE BOTTLE, and  
CAN GIVE IMMEDIATE  
DELIVERY of ALL COLOURS  
IN EITHER DULL OR  
GLOSSY SERIES:

*Very attractive Showmatter  
supplied including Counter  
Showcases.*

*(A Special Non-Inflammable  
Series is supplied for Export.)*



## "AURORAL" COLD WATER DYES

*"always a success"*

Ladies everywhere praise these simple and beautiful dyes. They retail at 6d. per packet and show at least 50% profit on outlay.

WRITE TO-DAY for latest patterns and price lists of "LUTON" Hat Dyes, "AURORAL" Cold Water Dyes, Whitaker's Fabric Dyes, Gold Paint, Varnish Stains, Black Lacquer, etc. etc.

MANUFACTURERS :

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Established 1878.

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*Our Products are of entirely British Origin and Manufacture.*

# REDUCED PRICES

## NEW IMPROVED GILLETTE OUTFITS and BLADES

*Effective Sept. 1st.*

The Gillette Company announce a reduction in price, effective Sept. 1, of the entire range of new Improved Gillette Safety Razor Outfits and Gillette Blades.

These price reductions will make the Gillette Lines more popular than ever with the self-shaving public.

Backed up by an advertising campaign now in course of preparation it is anticipated that the price

reductions will give a welcome and tremendous fillip to business.

Those dealers who make a point of displaying Gillette Razors and Blades with the reduced prices will reap a big benefit in the way of increased sales of outfits and a bigger regular demand for the Blades.

Your wholesaler can supply you with revised price list, &c., or write to the Gillette Safety Razor Ltd., who will supply you direct.

# Gillette

TRADE  MARK  
KNOWN THE WORLD OVER

Safety Razor

NEW IMPROVED STANDARD SET  
REDUCED RETAIL PRICE Sept. 1st

**21/-**

Other Models reduced in proportion.

GILLETTE DOUBLE-EDGE  
BLADES

REDUCED RETAIL PRICE Sept. 1st

**4/6** PER DOZ.

**2/3** HALF DOZ.

Write to your Wholesaler for full particulars, revised price list, etc., or send direct to:

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# Cod Liver Oil Emulsion, 33%, P., D. & Co.

**Now** is the time to buy. Postponement may mean the missing of profitable sales when cold weather sets in suddenly.

**Doctors** specify "P., D. & Co." because of its assured quality.

**Pharmacists** favour Cod Liver Oil Emulsion, P., D. & Co., because of its reliability, inseparability and saleability—and incidentally, because of the guaranteed profit.

**The Public**, children especially, appreciate the palatability, due to the skilled selection of the finest oil and the most suitable flavouring. They know they can always depend on Cod Liver Oil Emulsion, P., D. & Co.

*Write to-day and ask for best terms and particulars of how sales can be promoted.*

*A little sales effort with a saleable article like 33%  
Cod Liver Oil Emulsion, P., D. & Co., brings a  
certain and satisfactory reward.*



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Telephone: Regent 3260 (6 lines).

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# Maw's Page

September 2nd, 1922.

No. 568.



*The Tooth Brush that pays you best*

## MERITOR

Tooth-brush business represents an important figure in the turnover of practically every pharmacist. Therefore the question of which tooth brush you shall concentrate your selling efforts upon merits your most careful consideration.

Think what you gain by pushing "Meritor" Tooth Brushes? and ask yourself whether it is not the best possible policy to make "Meritor" the mainstay of your tooth-brush business.

First you have the satisfaction of selling a branded brush of entirely reliable quality—a brush with the name of MAW behind it—a brush which may be relied upon to give satisfaction and produce repeat business.

Then you have the convenience of a range of brushes to cover all reasonable demands. There is a "Meritor" Brush to suit every tooth-brush customer.

Thirdly, you have the selling assistance which the attractive "Meritor" packing and display material gives. The threefold screen and display box supplied make sales automatically.

Finally, there is the lasting satisfaction you have in the knowledge that when you make a "Meritor" sale you are building business which cannot be appropriated by outside traders.

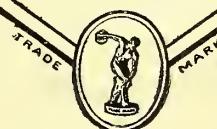
*Every "Meritor" sale brings profit to a pharmacist because no other traders are supplied with "Meritor" Brushware. Order your stock of "Meritor" Brushware to-day.*



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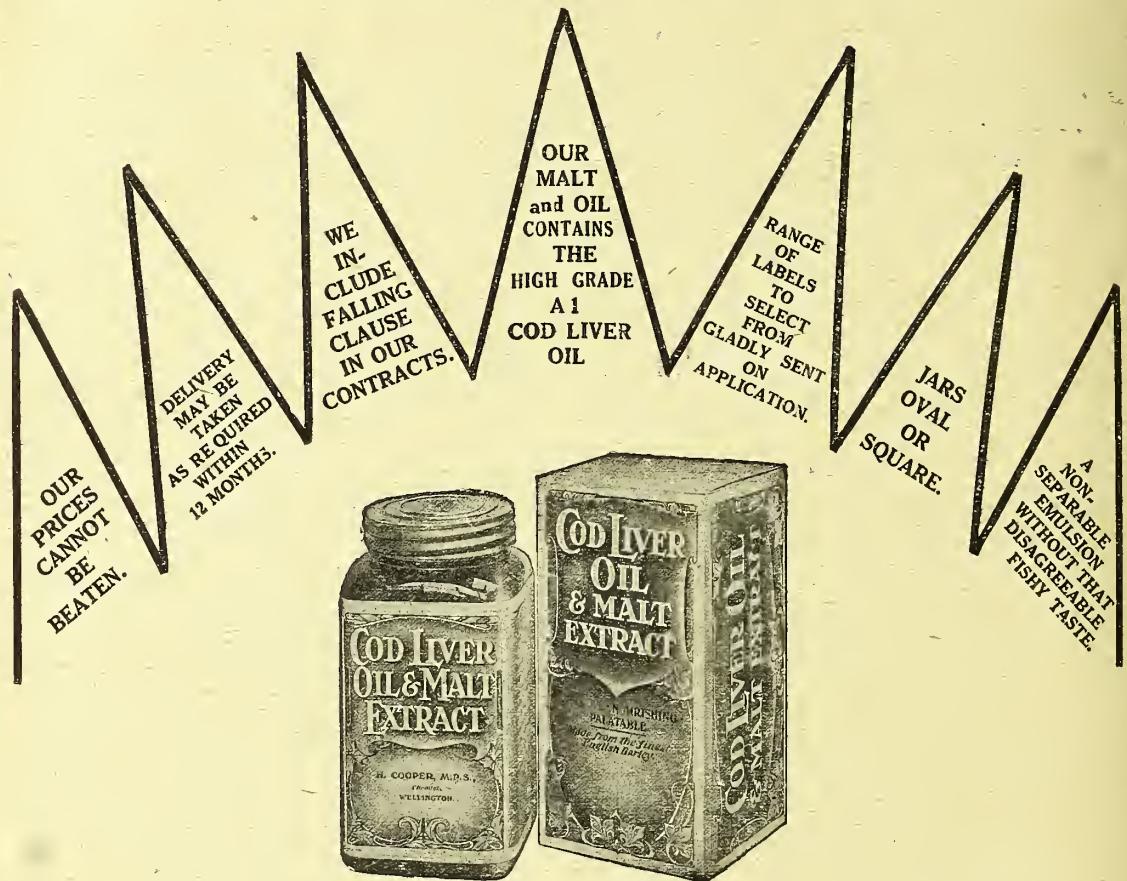
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A.B.C.  
4th & 5th  
Editions

# SOME POINTS FOR YOU TO CONSIDER

BEFORE PLACING YOUR CONTRACT  
FOR SEASONS' REQUIREMENTS OF

## MALT EXTRACT AND COD LIVER OIL



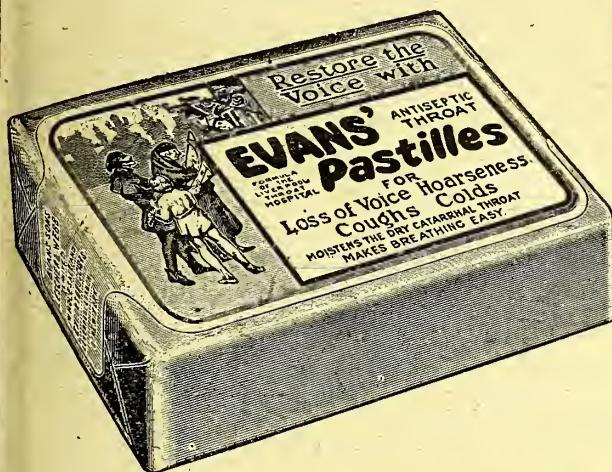
STYLE "K."

|                                     | 1lb.       | 1lb.        | 2lb.        | 4lb.        |          |
|-------------------------------------|------------|-------------|-------------|-------------|----------|
| Small quantities .. .. ..           | <b>9/3</b> | <b>14/6</b> | <b>25/3</b> | <b>48/-</b> | per doz. |
| 1 gross 1lb. or equivalent assorted | <b>8/6</b> | <b>13/3</b> | <b>22/9</b> | <b>43/3</b> | "        |
| 3 gross lots .. .. ..               | <b>8/-</b> | <b>12/6</b> | <b>21/3</b> | <b>40/3</b> | "        |

Subject to 5% discount.

Minimum Carriage Paid Orders **£5.** Name and Address printed on orders of 3 doz. Cartons extra,  $\frac{1}{2}$ lb. **1/-**, 1 lb. **1/6**, 2lb. **2/-** doz.

**Southall Bros. & Barclay Ltd.,** *Packed Goods Specialists* **Birmingham.**



P.A.T.A. Retail, 1/3  
Wholesale, 11/3

52%  
ON  
OUTLAY

## AND HOW TO GET IT

FOR AN ORDER OF 12 DOZEN and a Window display of a fortnight's duration, we offer :

1. *A bonus of 1 dozen tins.*
2. *A complete Window Display consisting of entirely new and "pulling" show material.*
3. *A discount of 5%.*
4. *A profit of 52% on outlay.*

If desired the 12 dozen may be taken in two deliveries of not less than 6 dozen, the discount off the whole amount being deducted from the final invoice.

FOR AN ORDER OF 6 DOZEN in one delivery and a window display of a fortnight's duration, we offer :

1. *A bonus of  $\frac{1}{2}$  dozen tins.*
2. *A complete Window Display as above.*
3. *A profit of 44% on outlay.*

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NOW COMMENCING.

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We have proved to hundreds of chemists, both wholesale and retail, our claim to be "The Chemists' Printers"

We have specialised in this branch of printing for forty years, and by keeping up-to-date in our methods and competitive in price, have achieved a reputation throughout the trade of which we are not a little proud.

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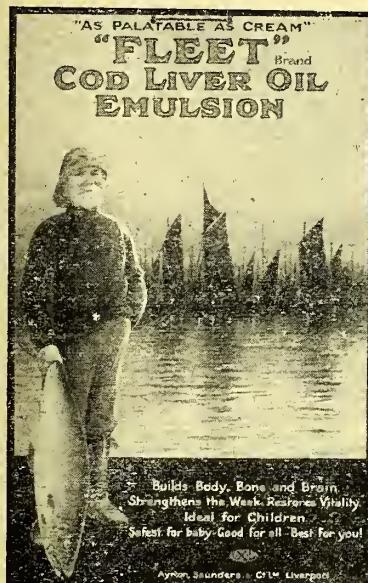
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CHEMISTS' PRINTERS,  
DARLINGTON STREET, LEEDS.

*Ayrton's*

# BUILD PROFITS IN ADVANCE—

by contracting for winter supplies of

## Cod Liver Oil Emulsion



4-Colour Showcard

but be careful of a snag.

Keep away from unknown Emulsions of doubtful qualities and distasteful to the palate. We offer our pure White Emulsion free from fishy repelliveness—its constituents perfectly inseparable and retaining indefinitely an alluring creamy appearance and taste.

### CONTRACTS.

In bulk or packed—for delivery as required before December 31, 1922, with full protection of a Comprehensive "falling clause."

### IN BULK.

*Samples and prices in response to a post-card indicating quantities and percentages, 50%, 33½%, 25%.*

### FLEET BRAND.

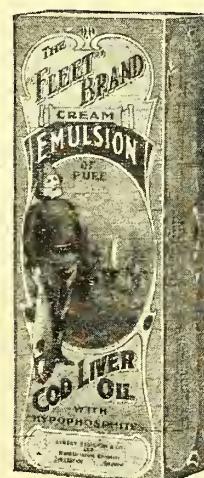
|      |         | 1 doz. | 1 gross. | 3 gross. | 5 gross.     |   |
|------|---------|--------|----------|----------|--------------|---|
| 33½% | 4 ozs.  | 7/9    | 7/6      | 7/-      | 6/6 per doz. |   |
|      | 8 ozs.  | 12/-   | 11/6     | 10/6     | 10/-         | " |
|      | 16 ozs. | 18/-   | 17/6     | 16/-     | 15/6         | " |

Own name on 3 doz. lots.

### PACKED LINES (Various).

|      |         | 1 doz. | 1 gross. | 3 gross. | 5 gross.     |   |
|------|---------|--------|----------|----------|--------------|---|
| 25%  | 4 ozs.  | 7/6    | 7/3      | 6/9      | 6/6 per doz. |   |
|      | 8 ozs.  | 11/3   | 10/9     | 10/-     | 9/6          | " |
|      | 16 ozs. | 16/6   | 16/-     | 15/-     | 14/6         | " |
| 33½% | 4 ozs.  | 7/9    | 7/6      | 7/-      | 6/6          | " |
|      | 8 ozs.  | 12/-   | 11/6     | 10/6     | 10/-         | " |
|      | 16 ozs. | 18/-   | 17/6     | 16/-     | 15/6         | " |

Own name on 3 doz. and resalable series of labels available.



## AYRTON, SAUNDERS & CO., Ltd.

Manufacturing Chemists, 34 Hanover Street, Liverpool.

Telegrams: "Sundries Liverpool."

# REDUCTION IN PRICE

## BISHOP'S NATURAL FRUIT SALINE

is now *reduced* to 19/- per dozen, subject; the Retail Price remaining at 2/3 per bottle, P.A.T.A.

A Bonus is offered on orders for 6 dozen, or 12 dozen on consideration of Chemists giving a Window Display.

Attractive Showcards and Price-cards will be forwarded with each order.

## BISHOP'S NATURAL FRUIT SALINE

is a business bringer. It sells well all the year round.

**To the Chemist.**—1 1½d. per bottle profit if you purchase one gross lots.

1 1d. per bottle profit if you purchase 6 dozen lots.

*Bonus quantities forwarded carriage paid.*

**It pays to push BISHOP'S.**

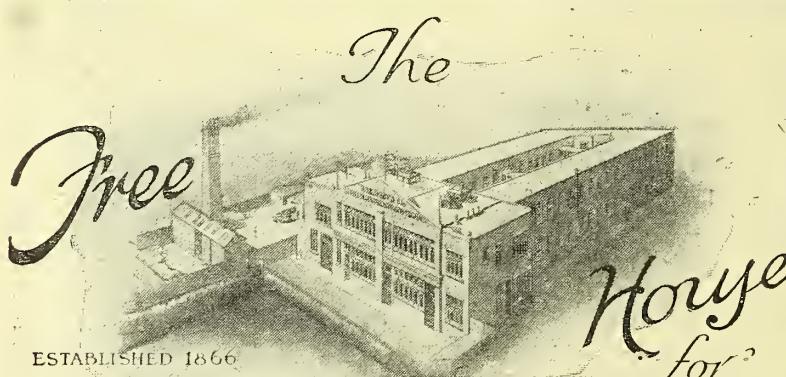
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MANUFACTURING CHEMISTS,

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(ROUND)

Each lozenge stamped  
"Brompton Cough Lozenge"  
BEAUTIFUL FINISH

AND  
OF VERY FINE FLAVOUR

|         |          |   |      |
|---------|----------|---|------|
| PRICE:— | 1 lb.    | @ | 2/6  |
|         | 7 lbs.   | @ | 2/3  |
|         | 14 lbs.  | @ | 2/-  |
|         | 28 lbs.  | @ | 1/11 |
|         | 56 lbs.  | @ | 1/10 |
|         | 112 lbs. | @ | 1/9  |

Shall we send you a sample?



# Castols

Nice as Chocolate



"No more  
Castor Oil"



This is little Bobbie Castol—the "Mascot" with the smile—who has become a well-known feature of Castol publicity.

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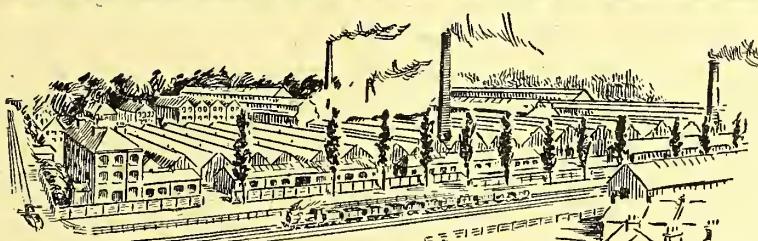
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Permanently,  
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**Absolutely  
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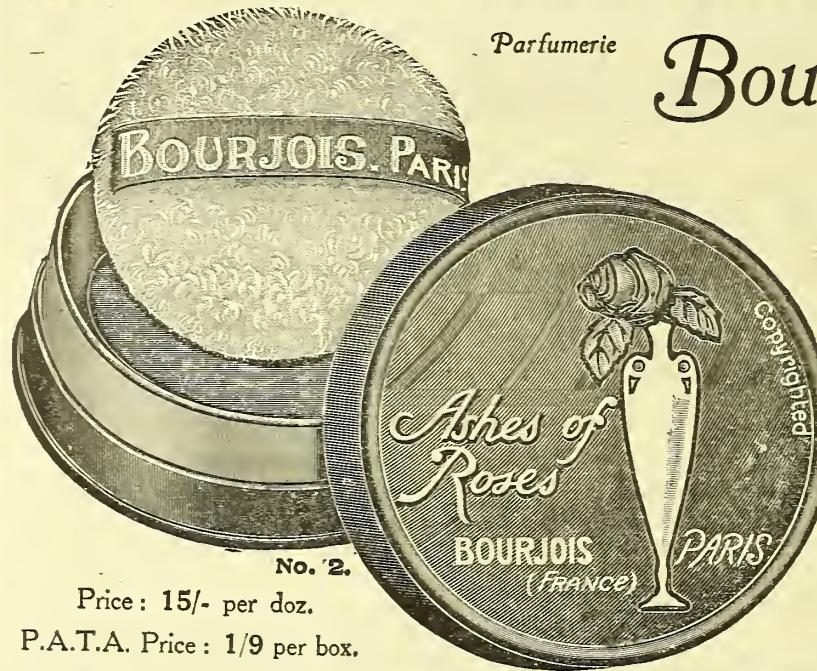
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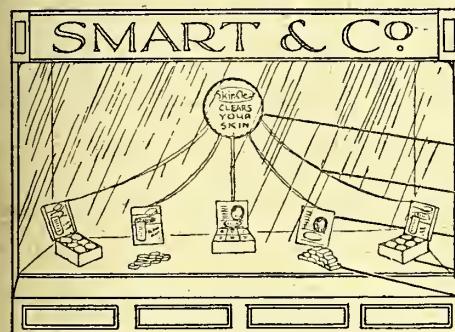
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PER TABLET

## WILL INCREASE YOUR SALES

To our old established and popular remedy, Dr Buchanan's Skin-Clear Ointment we have added a companion in Dr. Buchanan's Skin-Clear Soap. These two lines are together being re-marketed in new modern and attractive get-up including designs for Cartons, Showcards and Window Displays. In addition, we contemplate launching an extensive advertising campaign as soon as retailers obtain supplies. We honestly believe Dr. Buchanan's Skin-Clear to be one of the most wonderful remedies for skin diseases on the market, and it finds a ready sale with an appreciative public. Sold under P.A.T.A. regulations at full face value.



### FREE WINDOW DISPLAY

We illustrate a window show of Dr. Buchanan's Skin-Clear Ointment and Soap which is supplied FREE to all retailers stocking Skin-Clear. Can be fitted to Window space of any size. Your profit begins with the Display.

1. Centre Disc 15 inches diameter fitted to centre of window pane about eye level.
2. Ribbons running from centre of back of Disc to display.
3. Showcards of (a) Ointment (b) Soap.
4. Dummy boxes of (a) Ointment (b) Soap.
5. Dummy cartons.

### The OINTMENT



This has already had a wonderful sale and is become increasingly popular with the public as a positive cure for all skin and blood diseases. You can easily sell a gross per week.

A new companion remedy for use with the ointment and as a safeguard against all skin eruptions. It will prove a quick seller and will show a good profit for you.

### The SOAP



### TRADE TERMS

|                         |                     |               |
|-------------------------|---------------------|---------------|
| 1/3 (P.A.T.A. 1/3 nett) | SKIN-CLEAR OINTMENT | ... 10/- doz. |
| 9d. (P.A.T.A. 9d. nett) | SKIN-CLEAR SOAP     | ... 6/- "     |

Send your order for Display and Particulars NOW

**POTTER & CLARKE LTD.**

*Manufacturing Chemists.*

60-64, ARTILLERY LANE, LONDON E. 1.

# DEARBORN LTD

37 Gray's Inn Road,  
LONDON, W.C.1.

## Toilet Specialties.

|  | Price<br>per doz. | Selling<br>Price<br>to Retailer<br>P.A.T.A. |
|--|-------------------|---|
| PILENTA SOAP ...                         | 10/-              | 1/-   |
| A complexion soap.                       |                   |   |
| PROLACTUM ...                            | 10/-              | 1/-   |
| For the lips.                            |                   |   |
| PARSIDIUM JELLY ...                      | 10/-              | 1/-   |
| For wrinkles.                            |                   |   |
| ALLACITE OF ORANGE<br>BLOSSOM ...        | 22/6              | 2/6   |
| A dressing cream.                        |                   |   |
| BORANIUM ...                             | 22/6              | 2/6   |
| A hair tonic.                            |                   |   |
| CLEMINITE ...                            | 22/6              | 2/6   |
| For a face lotion.                       |                   |   |
| COLLIANDUM ...                           | 22/6              | 2/6   |
| For a face tint.                         |                   |   |
| PERGOL ...                               | 22/6              | 2/6   |
| A deodorant.                             |                   |   |
| TEKKO PASTE ...                          | 22/6              | 2/6   |
| Camphor cream.                           |                   |   |
| STALLAX ...                              | 22/6              | 2/6   |
| For a shampoo.                           |                   |   |
| JETALINE ...                             | 31/6              | 3/6   |
| For clearing the skin.                   |                   |   |
| PHEMINOL ...                             | 36/-              | 4/-   |
| A depilatory.                            |                   |   |
| MENNALINE ...                            | 36/-              | 4/-   |
| For the eyelashes.                       |                   |   |
| MERCOLIZED WAX ...                       | 31/6              | 3/6   |
| A face cream.                            |                   |   |
| STYML ...                                | 36/-              | 4/-   |
| For oily complexions and blackheads.     |                   |   |
| SILMERINE ...                            | 22/6              | 2/6   |
| Hair-curling fluid.                      |                   |   |
| BARYDE ...                               | 22/6              | 2/6   |
| Dandruff eradicator.                     |                   |   |
| TAMMALITE ...                            | 22/6              | 2/6   |
| For grey and faded hair.                 |                   |   |
| LIQUID PERGOL ...                        | 31/6              | 3/6   |
| To check excessive perspiration locally. |                   |   |
| BICROLIUM ...                            | 22/6              | 2/6   |
| For whitening the hands.                 |                   |   |
| HARAPOSA ...                             | 22/6              | 2/6   |
| Nut oil shampoo.                         |                   |   |
| COCONOIDOS ...                           | 31/6              | 3/6   |
| For figure development.                  |                   |   |

### The Products of

|                               |            |
|-------------------------------|------------|
| Messrs. PARKER, BELMONT & CO. |            |
| CLYNOL BERRIES                | { 36/- 4/- |
| For obesity.                  | { 58/6 6/6 |
| SOFT PALERIUM...              | 45/- 5/-   |
| For wrinkles.                 |            |
| LIQUID NAIL POLISH ...        | 10/- 1/-   |
| Brilliant and lasting.        |            |

Stocked by ALL Wholesale Houses.

### COLONIAL DEPOTS AND AGENCIES.

Australia: ALL WHOLESALERS, & DEARBORN (Australia), Ltd., Grace House, Clarence Street, Sydney.  
South Africa: LENNON Ltd., Cape Town, etc.  
SIVE BROS. & KARNOVSKY, Johannesburg.  
India: FRAMJEE & SON, Bomby.  
SMITH, STANISTREET & CO., Calcutta.  
New Zealand: SHARLAND & CO., Auckland & Wellington.  
South America: DEARBORN (South America), Ltd., Calla Salta 264, Buenos Aires.  
Straits Settlements & Federated Malay States: MEDICAL HALL, Ltd., Singapore.



The  
**HENNA  
CULT**  
of Hair Beauty, based  
on the famous  
**EVAN-WILLIAMS**  
ORIGINAL  
**HENNA SHAMPOO**  
daily extends its boundaries, and is now a subject for popular journalism.

*It pays to sell this famous line.*

You will find full details of terms and prices in the current issue of "THE SHAMPOO SALESMAN," a copy of which is gladly sent on request.

Be sure to order

THE EVAN WILLIAMS ORIGINAL  
**Henna Shampoo**

Wholesale only:  
THE EVAN-WILLIAMS CO., LTD.  
18 Ogle Street • LONDON, W.1.

**YOU HAVE NO DOUBT NOTICED IN THE PRESS THE FOLLOWING ADVERTISEMENT**

# “PELDO” YOUR HANDS FIRST

Perhaps some of your customers have enquired from you about it?

If you do not already know “Peldo” we shall be pleased to send you a Trial Tube post free, so that you may learn all about it; you will then have a very interesting subject to talk about to your customers.

*The following Testimonials are interesting:—*

“Dear Sir,—I have now for the past 17 years washed, cleaned and done everything necessary to my car myself and have benefited greatly thereby. The only drawback to doing everything for the car with my own hands is the difficulty of keeping these members clean and presentable. After using many soaps and other concoctions I have *at last* found a way of keeping my hands in a gentlemanlike condition.

I am not an agent for, and do not wish to advertise any particular wares, but in the interest of other men who look after and keep their own cars will you tell them that ‘Peldo’ is all that is claimed for it by the makers.”

“Dear Sirs,—After using ‘Peldo’ Skin Cream I feel that motoring has been robbed of its last remaining drawback.

It is now possible to be a practical motorist, and also a gentleman—at least as far as one’s hands are concerned.”

“Dear Sirs,—About three weeks ago I wrote to you asking for an address in Sheffield where I could buy your ‘Peldo.’ I purchased a tube at Messrs.

I thought I would like to tell you what a wonderful invention it is. My hands are always more or less, in a bad condition in spite of using all kinds of Cream, but after *one* week of ‘Peldo’ they are beautifully soft and clean.

Wishing you every success.”

“Dear Sirs,—Having just finished a complete overhaul, and dismantling and refitting of a J.A.P. Engine fitted to my Morgan, I feel I must write to congratulate you on having put on the market an absolute boon and blessing to all motorists who, like myself, like to do their own repairs, and don’t care to have to use a file to remove the dirty oil and grease which seems to have such affinity for one’s hands. Your claims for ‘Peldo’ are more than justified. I shall never be without it and regard it as an invention second only to that of the Petrol Engine itself.

Wishing you every success, which is richly deserved.”

## RETAIL PRICE

**1/6 EACH  
NET**

(P.A.T.A.)

Attractive Window Display material and Showcards supplied. Sample Tubes supplied gratis in proportion to quantity ordered.

## WHOLESALE PRICE

**13/6 PER  
DOZ.**

In order to introduce “Peldo” we are offering a special bonus for a guaranteed window display of not less than 14 days as follows:

On orders of 1 gross a bonus of 18 full-size tubes.

On orders of 6 dozen a bonus of 8 full-size tubes.

On orders of 3 dozen a bonus of 3 full-size tubes.

Further particulars on application to

**C. R. HARKER, STAGG & MORGAN, LTD.**

Devon Wharf and Bell Wharf, Emmott Street, MILE END, E.1.

# GENUINE

# LEMON JUICE SOAP

(Salomon—Paris)

The only Genuine Lemon Soap on the Market, containing the actual JUICE OF LEMONS.

Ask for SALOMON'S No. 548. Beware of Imitations.

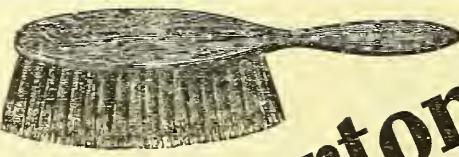
Salomon Freres of Paris, who launched this Product, have manufactured same in their Factory at Pantin, Paris, since 1908, where the preparation is the object of much attention, and the most constant care. This Soap, of which the production reaches 1,000 dozen per day, has obtained a success which speaks for itself.

Price 9/6 per dozen tablets. Fixed retail price 1/3 per tablet.

*Special Terms to Wholesalers and Shippers.*

Sole Distributing Agents—

**ROBERT FERBER, LIMITED,**  
Carlton Works, Asylum Road, Peckham, S.E. 15.



**Titterton's** Celebrated  
**HAIR**  
**BRUSHES**  
Tooth, Nail & Shaving Brushes  
TITTERTON & HOWARD, Ltd., 8-10 Gt. Titchfield St., W.1.  
Factory: Albion Works, Dalston Lane, E.8.

**G. B. KENT & SONS, LTD.**

Are known the World over as  
the Largest Manufacturers of

**BEST**  
**BRITISH**  
**BRUSHES**

*Please write for full Particulars to—*

**75 Farringdon Road, E.C.1.**

## SPONGES

Direct from the Mediterranean.  
Prepared, packed and imported  
by ourselves.

## HONEYCOMB & TURKEY

in all SIZES and QUALITIES  
ranging  
from 4d. to 18/- each.

**WONDERFUL VALUES.**

Send your enquiries to—

**Société Anonyme CHIAPAS**

DIRECT SPONGE IMPORTERS.

32 Queen Victoria St., London, E.C.4.

Telephone: City 5824.

## GREASE PAINTS, Etc.

*Sole British Agents—*

**VANITIES LTD.**,  
15a Whitcomb Street, Pall Mall East,  
London, W.C. 2.

## PERTUSSIN

(Ext. Thymi Saccharat) Taeschner.  
For WHOOPING COUGH, Asthma, Catarrh  
of the Larynx, and BRONCHIAL CATARRH.

## RECORSAN

Dr. Gallus Bauer (Heart Specialist), Bad Nauheim.  
(Ungt. Menthol, Nicotin, Camphor Monobrom, Castor,  
Valerian, Crathaeg Oxyacanth, Spirit Sinapis Comp.)  
A new heart sedative for external use.

*Sole Agents: DOUCH LTD.,  
OLD BROAD ST., and 8 UNION COURT, LONDON, E.C.*

Wholesale  
and  
Export

LATEST  
PRICE LIST  
ON  
APPLICATION

FULLY  
STOCKED.

**21 Ely Place,  
London, E.C. 1.**

*Phone: Holborn 4637.  
Telegrams: "Roborans,  
Smith, London."*

**Edward Taylor**

FACTORY: LTD.  
SALFORD, MANCHESTER



## RETAIL PRICE

**1/6** per bottle with special  
sprinkler cap, eliminating  
waste.

LIBERAL TERMS TO THE  
TRADE. ADVERTISING  
MATERIAL ON REQUEST.

# Introducing

## MORTIMER'S CANINE SHAMPOO

*The Ideal wash for Dirty Dogs*

"YES," says the customer, "Just the thing for my dog." He sees in Mortimer's Canine Shampoo a remedy for the unpleasant odours so disturbing in a household animal. This ideal wash is needed frequently for any healthy out-of-doors dog. It exterminates all parasites, produces a perfect sheen, and imparts a clean wholesome odour to the animal. Harmless to the most delicate coat, its regular use immensely improves the hair.

Effective advertising will popularise Mortimer's Canine Shampoo. A big proportion of YOUR customers are dog-owners, and once they try it you can be sure of regular sales. Write for a sample quantity early, as we anticipate a big demand.

**The MORTIMER CHEMICAL CO.**  
9 Caledonian Road, KING'S CROSS,  
LONDON N.1.



# WM. EDWARDS & SONS

WHOLESALE  
DRUGGISTS' SUNDRIESMEN.

POPULAR LINES

REASONABLY PRICED



20 oz. round tins per doz. 12/-  
4 lb. " " " 25/-



12 oz. round bots. per doz. 8/6  
4 lb. " glass jars per doz. 60/-  
7 lb. " " " 102/-



20 oz. round tins per doz. 10/-

157 QUEEN VICTORIA ST.

239/240 UPPER THAMES ST.

LONDON, E.C.4

Phone CENTRAL: 1400/1401.

Telegraphic Address: MEDICINES, CENT, LONDON.

## "Jackel's Cream"

(without Grease)  
for THE HAIR

Sold everywhere

Established 1883.



CRYSTALLISED  
CREAM 2/6

1/9 Trade Mark attached to each bottle.

"Jackel's Cream" fixes the hair in any desired position; is unexcelled as a dressing and does not soil the headwear. It removes Scurf and Dandruff, keeps the scalp healthy, and promotes the natural growth of the hair while maintaining its softness and brilliancy.

Prices for Wholesale and Export Houses on application.

Jackel et Cie (of Paris)

Ltd.,  
Sauchiehall Street,  
GLASGOW.

## PINE TREE TOILET PAPER.

We are pleased to state that we are able to supply again our old and favourite proprietary brand in Cases, Packets and Rolls.

Send for Samples & Prices.





are some of a series that are appearing in papers of feminine appeal, such as "The Daily Mirror," "Daily Sketch," "The Bystander," "Sketch," "Vogue," "The Graphic," etc., as well as Provincial Weeklies in all parts of the country.

As the benefits and increased sales that are accruing from this advertising are realised, its scope and appeal will be increased. We have such confidence in Piver productions—a confidence that is shared by a very large section of the feminine public—that we feel a continued advertising campaign will be of great value as a market stabiliser and of great assistance both to ourselves and our Trade friends.

**L. T. PIVER, PARIS**  
London Office: 102 Dean St., Oxford St., W.1

**DODGE & OLCOTT CO.,**

20 MARK LANE,  
LONDON, E.C. 3.

THE "D & O" BRAND

*is the "Standard of Quality" for*

OILS of BAY, CEDARWOOD, PATCHOULI, PEPPERMINT,  
SASSAFRAS, ETC.

BALSAMS of Copaiba, Peru, Tolu.

TONKA BEANS, Angosturas.

Phone—  
CITY 2468.

Telegrams—  
"EGDARF, FEN, LONDON."

# CHLOROPHYLL

HIGHEST QUALITY.

ABSOLUTELY PURE.

UNIFORM DELIVERIES.

CHLOROPHYLL C. Oil soluble. Blue Shade.

CHLOROPHYLL CG. Oil soluble. Yellow Shade.

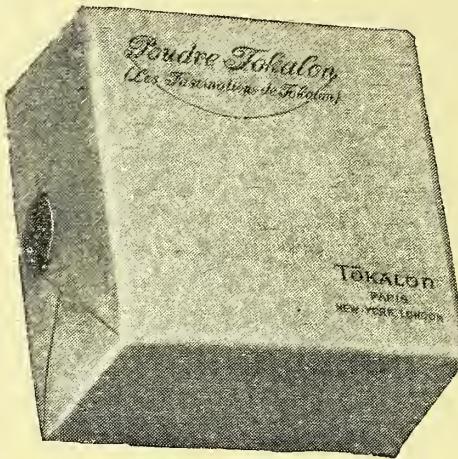
CHLOROPHYLL S. Water and spirit soluble.

**THE SANDOZ CHEMICAL CO. LTD., BRADFORD.**

# IMPORTANT ANNOUNCEMENT.

*This new 1/- size Poudre Tokalon now obtainable in all shades*

A  
FACE POWDER  
of quality  
to offer to your  
customers at  
a LOW PRICE.



Two-thirds actual size.

P.A.T.A. Retail 1/- - Wholesale 9/6 per dozen.

*Less usual Discounts.*

**TOKALON LTD., 212-214 Great Portland Street, W.1.**

## THE STAMPING AND PRESS TOOL CO., Ltd.

Telephone - - - - Richmond 604.  
Telegram and Cable Address - Stamping, Richmond.  
Codes - A.B.C. 5th and 6th Edns. Western Union.

WE SPECIALISE IN

**High-class Decorated  
TIN BOXES**  
FOR WHOLESALE AND  
MANUFACTURING CHEMISTS

May we submit designs and quotations?

**STATION WORKS  
RICHMOND, SURREY**

Order direct from  
us or from your  
usual wholesalers  
to meet demands.  
Will be extensively  
advertised.

### GOODS WELL ADVERTISED ARE HALF SOLD.

Q. There are two reasons for the enormous sales of "Fairy Dyes." One is inside the packet—the goodness of the Dyes—their reliability and their low cost. The other is that we spare no effort or expense to advertise them well.

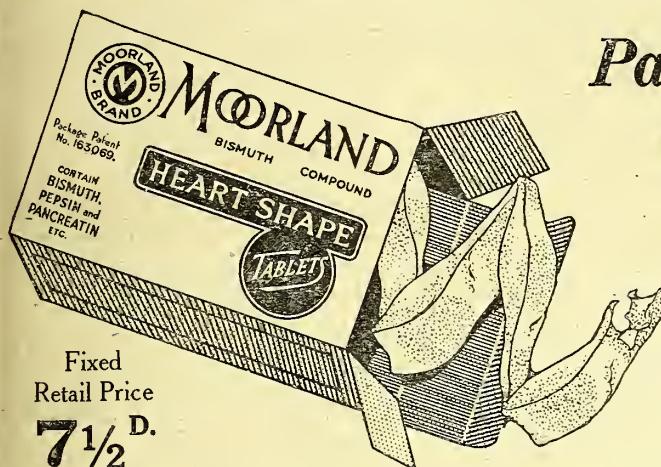
Q. In every leading Ladies' Weekly and Monthly throughout Great Britain, clever "copy" and striking illustrations are convincing the public of the superiority and economy of using "Fairy Dyes," and no others, for every home need.

**Fairy Dyes**

Q. Do you want to increase your sales, your repeat orders, your turnover, with a dye that is easy to sell because it is so simple and so easy to use? There is a choice of twenty-two shades suitable for cottons, woollens, linens or silk, and already "Fairy Dyes" are recognised to be most reliable and economical.

Q. Send us your order now. It is too late when you learn that your competitor has been doing great business with "Fairy Dyes," for the demand for "Fairies" is already very great and growing, and the man who has them in stock is the man who scores. The selling price is 2d. per packet and the public want them from you.

**FAIRY DYES, LTD.**  
Regd. Office : 37/41 GLASSFORD STREET, GLASGOW.  
Telegrams : "Fairyland Glasgow." Phone : 2423 Bell.  
LONDON DEPOT : 292 Upper Street, ISLINGTON, N.1.



Fixed  
Retail Price

**7½ D.**

ONE GROSS  
**51/-**

FIVE GROSS  
**48/-**

Under 1 Gross  
**4/6 PER DOZ.**

## Packs that will impress your customers



### Cascara Sagrada

**9/6 dozen**  
**1 gross 9/- doz.**

### Aspirin

**10/6 dozen**  
**1 gross 10/- doz.**

WE only supply 100's, but each 100 is made up with four self-contained 25's. You can make up any quantities required by a customer, and this simplifies your ordering.



LONDON:  
37 Red Lion St.,  
High Holborn.  
Telephone:  
Chancery 7416.

GLASGOW:  
Bath Chambers,  
65 Bath Street,  
Telephone:  
Douglas 459.

## DISPENSING SCALES, 62/6

Brass oval box-end beam. Brass sliding pillar, chains and pan, &c. Folding crank, 2 glass pans. Fitted on mahogany stand with drawer. Verified and stamped. Weights (grains, scruples and drachms), 6/- extra.

2 lb. Brass agate Stand Scales on Mahogany Stand, regulation pattern for counter, 85/- Brass weights, 1-lb to  $\frac{1}{4}$  oz. 11/- set. All on approval, 3 days.

E. & G. H. COLVER, 23 Ryland Rd., Edgbaston, B'ham.

## COMBS

These superior Moulded Combs, with Burr-Grailed Teeth, are being offered at Reduced Prices.

BLACK CELLULOID

Size  
8 $\frac{1}{4}$ " x 1 $\frac{1}{4}$ "

Price  
7/-  
per dozen

"GRIPWELL" COMBS. All Sizes and Patterns in Stock.  
VULCANITE TOOTH COMBS. All sizes.

Immediate Delivery. Lowest Quotations. Price List on application.

H. WISEMA 42/43 Gutter Lane, London, E.C.  
TERMS 5% Cash with Order. Carriage Paid.  
2 $\frac{1}{2}$ % Monthly on Approved References.  
Telephone: City 9164.

Do not underestimate the importance  
of securing stand space at the

## Manchester Chemists' Exhibition

This event is engaging the keenest interest of the trade. You can rest assured that there will be a large attendance of manufacturing, wholesale and retail chemists from the most important markets in the North of England.

November 20th—25th, 1922,

under the auspices of the

Manchester Pharmaceutical Association,  
Salford Pharmaceutical Association,  
Accrington and District  
Pharmacists' Association.

For plans and particulars of space still available apply

PROVINCIAL EXHIBITIONS, LIMITED  
CITY HALL, MANCHESTER.

Telephone: 3832-3 City. Telegrams: "Exhibition, Manchester."

# BOTTLES

FOR ALL KINDS, WRITE TO— **FREDK. YOULDON**

(Formerly Proprietor of  
E. YOULDON, Established 1840)

Phone: London Wall 3529.

Portland House, 73 Basinghall St., London, E.C.2

Telegrams: "Youldon, Stock, London."



## GLASS BOTTLES

FULL RANGE OF

Medicals (plain and graduated),  
Flat Dispensing, Panel Flats,  
Poisons, Limes, Kalis, Emulsions,  
Tobins, Vials, Tablets, &c. &c.

MANUFACTURED BY—

**MONEY'S PATENTS, LTD.**

111 Dalston Lane, LONDON, E.8.

Phone: Dalston 1456.

Highest Quality  
in

WHITE FLINT,  
ACTINIC GREEN,  
PALE GREEN,  
AMBER,  
BLUE.

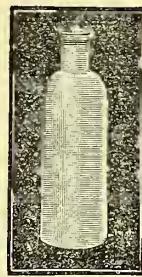
⊗ ⊗  
LOWEST  
PRICES.

# MAKE A NOTE NOW

To send us your enquiries for any preparation you intend putting up in GLASSWARE. We have a very varied variety of suitable containers, and big stocks in London and Provinces ready for immediate dispatch.



KALI

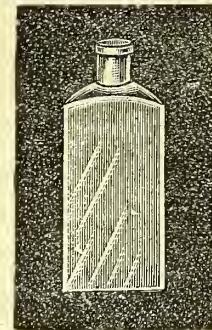


LIME

Bottles,  
Jars,  
Chemical  
and  
Laboratory  
Glassware  
in immense  
variety.



Narrow-mouth SHOP ROUND



MEDICAL.

Wholesale  
ONLY **JULES LANG & SON** No RETAIL  
Firms supplied.  
Charlton Works - Charlton Place - Islington - LONDON, N.1.

(Opposite Agricultural Hall)

Telephones: North 2770-2 (3 lines).  
Telegrams: "ASSORTED, PHONE, LONDON."

Codes: A.B.C., 5th Edition. Scott's 10th Edition (1906).  
Bentley's Complete Phrase Code.

WHEN ENQUIRING, PLEASE MENTION THIS PAPER.

## GLASS BOTTLES

We specialise in Bottles and Jars of every description. Your enquiries will be esteemed.

**TOM LAYCOCK & CO.**  
(TOM LAYCOCK, Proprietor),  
**BASINGHALL STREET, LEEDS.**

## HYGIENIC FEEDERS

### W BEST BRAND

Spare Bottles, 1 gross lots, **70/-** gross.  
Customers own name Sandblasted, 1 gross lots and upwards.

Ditto—in attractive cartons, with Ingram's stout Teat and Valve, **144/-** gross

### "STANDARD" (Leeds made Feeders)

In smart enamelled carton with Teat, Valve & Brush, **7/-** doz. (1 gross lots at **6/6** doz.)

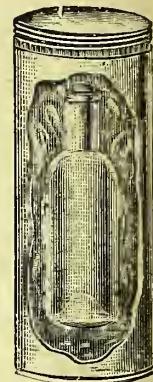
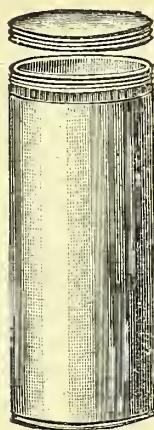
Spare Bottles, **4/-** doz. (1 gross lots, **39/-**)

Medicals, Panels, Poisons and Vials at Rockbottom Prices.

## THOMAS SWALES, LEEDS

(STAND No. 21),  
Leeds Chemists' Exhibition, September 18-22.

# SEND YOUR SAMPLES in the



## MAILING CASE

THE ONLY BRITISH Manufacturers.

Sizes  $\frac{1}{8}$ -inch up to 4 inches diameter.

- ¶ The lightest and strongest postal package on the market.
- ¶ An inexpensive Case for sending Samples of anything anywhere.
- ¶ Most Fragile Articles can be posted at home or abroad, without fear of breakage.
- ¶ Packed instantly. No wrapping-up necessary.

IT IS A SPLENDID ADVERTISEMENT FOR YOU TO USE THESE.

WRITE FOR FREE SAMPLE

**EELES, WALKER & CO., LTD.,**  
Crescent, Cambridge Street, BIRMINGHAM.

Telegrams—"ELSWAL," BIRMINGHAM.

Code—Marconi International.

A  
**PHILIP JOSEPHS  
& SONS LTD.**  
**SHOWCASE**  
**QUICKLY EARNs**  
**ITS COST.**

*Try One!*

93 OLD ST., LONDON, E.C. 1.  
 Phone—2191 Clerkenwell. Wires—"Josiphiah London."

## BOTTLES SPECIAL OFFER.

$\frac{1}{2}$ -oz. Ring-neck OVALS at 8/6 f.o.r.

CANNONS  $\frac{1}{2}$ -oz. 9/3, 1-oz. 11/6 f.o.r.

64 oz. STOPPERED JARS 82/6 f.o.r.

**UNIVERSAL GLASS CO., LTD.,**  
66 Victoria St., LONDON, S.W.1.

## RAILLOX

An effective, clean and handy  
**NIT AND LICE DESTROYER**  
 No grease or liquid.

Does not show on the hair  
 3d. & 7½d. per packet.

3 doz. 6/-; 6 doz. 12/-; 1 grs. 23/6. 7½d. size 5/3 doz.  
 13 to the dozen for cash with order.

**DISCOUNT**—Orders of £1, 2½%. £5, 5%. £10 7½%.  
 Carriage Paid. Attractive Showcards Supplied.

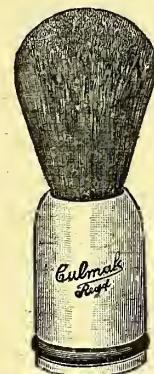
**MILNER'S CHEMICAL CO., LIVERPOOL.**



# “CULMAK”,

## NEW MODEL

In response to numerous requests we have now produced a small model suitable for dressing or shaving cases.



### “CULMAK” JNR.

Price 21/- Dozen.

Retail at Half-a-crown.

This small model will be exceedingly popular, and will readily sell on account of the low price.

STERILIZED BY A CERTIFIED PROCESS.  
WARRANTED BY THE MAKERS.

## “CULMAK” SHAVING SOAP

The many post orders received direct from the public shows the interest aroused by a good shaving soap that

STERILIZES WHILE SHAVING.

MAKE THESE SALES YOURS BY  
SHOWING A BOX ON YOUR COUNTER

PROFIT 42½% P.A.T.A.

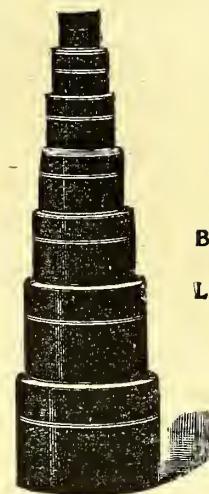


STOCKED BY 45 WHOLESAVERS. ORDER TO-DAY

7/6 doz. (13 sticks to the dozen.)

ALL  
BRITISH  
MADE

BY  
BRITISH  
LABOUR.



MENTION

## ROBINSONS' MAKE

WHEN ORDERING FROM  
YOUR WHOLESALE HOUSE  
YOUR NEXT SUPPLY OF

## PILL BOXES

SUPPORT HOME INDUSTRIES.

ROBINSON & SONS, LTD.

BOXMAKERS TO THE  
CHEMIST TRADE

CHESTERFIELD.

# Fast printing is Economical Printing

Long run wrapper work is our special job. Our machines are some of the fastest in the country and our minders make the most of them.

We are equipped for continuous fast running, and successfully work double and treble shifts. This means an enormous output for a very low overhead cost. Our estimates will show the saving.

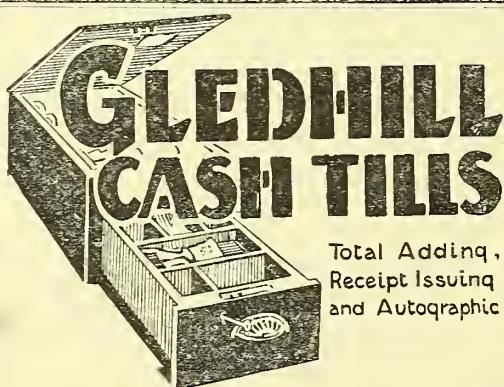
If you are large users of—

**BAGS, LABELS, CARTONS or WRAPPERS**  
for Medicines, Soap, Drinks, or any similar proprietary article, it will pay you to ask us for quotations. We have no outside representatives, but we can send you specimens of work.

It will pay you to send us your specifications, and we will quote.

Write  
Dept. C.

**The Berkshire Printing Co. Limited**  
King's Road, Reading



Total Adding,  
Receipt Issuing  
and Autographic

Free your mind of a lot of worrying details.

Don't pay out of the drawer, thinking to enter up the transaction later, and then forget. Don't draw an account thinking the same thing. Use a Gledhill Cash Till then you are bound to make the entry before you open the cash drawer.

If you buy a Gledhill to-day it will last as long as ever you are able to use it. Made in solid mahogany and handled by craftsmen, from the sawing of the timber right to the last delicate touches.

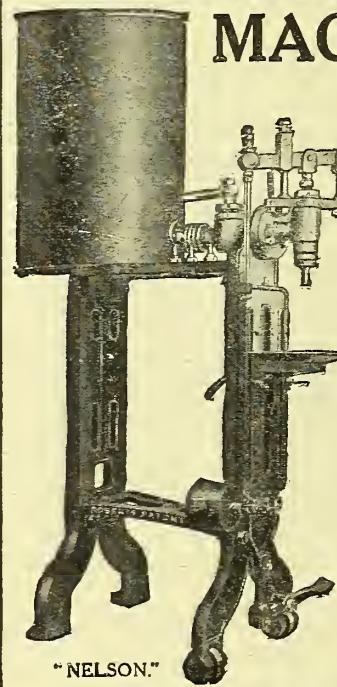
*There is much to be learned about Cash Tills from our 24-page Illustrated Catalogue which shows models from £4 4s. 0 d. upwards. Sent post free.*

With accommodation for Treasury Notes.

**G. H. GLEDHILL & SONS, LTD.**  
16 Trinity Works, Halifax.

5

ROBERTS' ORIGINAL PATENT  
**BOTTLE-FILLING  
MACHINES**



"NELSON."

Don't waste money on imitations, buy Roberts' Machines which actually Created the Records for

**CLEANLINESS  
SIMPLICITY**

and Rapidity in  
Bottle Filling.

*NOTE the Address:  
ROBERTS' PATENT  
FILLING MACHINE CO.  
33 ROUND CROFT ST.,  
BOLTON.*

Our latest patent  
"Alpha," price £14,  
will fill 10 gross bottles  
per hour.

*Write for Particulars.  
All Rights Reserved.*

# P.A.T.A. NOTICE.

18 Tavistock Sq., London, W.C.1.

September 1st, 1922.

The following revised prices are now in force:

**Allen & Hanburys Ltd., Preps.**

| Size | M.R.P.                | M.W.P.        |
|------|-----------------------|---------------|
| 2/-  | The Allenburys Saline | 2/- 18/- doz. |
| 3/6  | " "                   | 3/6 31/6 "    |

The following revised prices come into force on dates specified below:

|     |               |         |           |
|-----|---------------|---------|-----------|
| 2/3 | Byno Chrismol | ... 2/3 | 20/3 doz. |
| 4/- | " "           | ... 4/- | 36/- "    |
| 6/6 | " "           | ... 6/6 | 58/6 "    |

Prices in force to Retailers September 4th, 1922  
" Public " 25th, 1922

Manufacturers of TOILET and PERFUMERY Articles of a Proprietary Character, sold largely in the Drug Trade, are cordially invited to place these preparations on the Protected List.

All enquiries on the subject to the Secretary will be promptly attended to.

ZEAL'S REGISTERED  
**Clinical Thermometer**  
*The REPELLO* requires no shaking down

*A 30-second pushed back in an instant.*

*Shewing flattened bulb at end.*

**NEW IMPROVED  
LENS FINDER**

The only Easy Reading Magnifying Clinical on the Market.  
IN FOCUS

OUT OF FOCUS

The square mark engraved on lens front locates the Mercury column immediately.

SPECIAL AWARD AND GOLD MEDAL, NEW ZEALAND, 1907  
SILVER MEDAL, INDIA, 1908. SILVER MEDAL, LONDON, 1913.

All Clinical Thermometers are N.P.L. Tested.

**G. H. Zeal, Ltd.,** 82 Turnmill Street,  
London, E.C.1.

Wholesale Manufacturers of Clinical Thermometers.

Contractors to H.M. Government.

Established 1888

Tel. No. : Central 12438.

# Special Lines

## S. & S. STRIPED WRAPPING PAPER

Size 20 x 30.

STOCKED IN MAUVE, BLUE, AND BISCUIT.

|          |      |               |
|----------|------|---------------|
| 1 Ream   | .... | 5/6           |
| 6 Reams  | @    | 5/- per Ream. |
| 10 Reams | ,,   | 4/9 "         |

## S. & S. YELLOW WOVE DEMY

Weight 17 lb. Stock No. 2416.

|          |      |               |
|----------|------|---------------|
| 1 Ream   | .... | 8/6           |
| 6 Reams  | @    | 8/- per Ream. |
| 10 Reams | ,,   | 7/9 "         |

We pay carriage on 6-Ream lots.

## S. & S. STOCK CARTONS

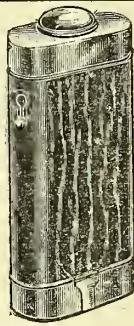
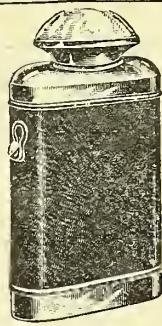
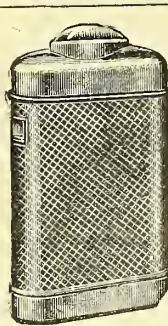
THEY MAKE YOUR WINDOW  
PAY THE RENT.

Price from **8/6** per gross.

Write for particulars and samples.

## SUTTLEY & SILVERLOCK, Ltd.

The House of Progress,  
**BLACKFRIARS, LONDON, S.E.1**



#### ELECTRIC POCKET LAMPS.

Useful pattern pocket Lamp, fitted with neat Round or Oval Lens, assorted attractive covers, reliable patent switch. Complete with Volex Dry Battery and Jewel Metallic Bulb. No. 397.

Price 12/- Dozen.

Cases only 4/- Dozen.

Attractive Pocket Lamp fitted with Bullseye Lens (1½ in.), assorted covers, reliable patent switch, complete with Volex Battery and Jewel Metallic Bulb. No. 399.

Price 14/- Dozen. Cases only 6/- Dozen. Also supplied with large Bullseye Lens (2½ in.) complete with battery & bulb. No. 993.

Price 15/- Dozen. Cases only 7/- Dozen.



#### The "BONNY" TORCH.

Size 6×1½ in.

Perfectly reliable, excellent appearance. Fitted with Bullseye Lens and strong reliable switch. Complete with Volex Battery and Jewel Metallic Bulb.

Price 24/- Dozen.

Spare "Volex" Batteries. No. T127. Price 6s. Doz.

#### The "Duchess" WAISTCOAT POCKET LAMP.

Very convenient size. Fitted with Bullseye Lens, attractive covers and reliable switch. Complete with Volex Dry Battery and Jewel Metallic Bulb.

Price 20/- Dozen.

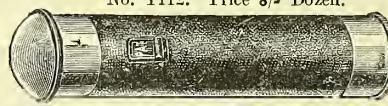
#### The "POPULAR" TORCH.

Size 6×1½ in. Strong reliable Torch of good appearance. Fitted with Bullseye Lens, and patent permanent switch. Complete with Volex Battery and Jewel Metallic Bulb.

Price 22/- Dozen.

#### SPARE VOLEX BATTERIES.

No. T112. Price 8/- Dozen.



#### Fully Illustrated Catalogue.

JUST PUBLISHED.

Contains full particulars of a wide range of "Electrical Novelties & Wireless Apparatus."

Send for List A/23.

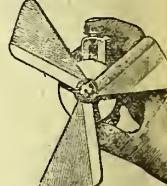
#### PORTABLE HAND FAN.

Indispensable in the Ball room, Cinema, etc.

No Electricity, no winding, simply Press the Button and the Blades revolve at a high speed creating a refreshing and stimulating breeze.

Diameter of Blades 5½ ins., but when in use collapse to half size.

Price 30/- Dozen.



#### POCKET LAMP DRY BATTERY.

Best British Manufacture.

Manufactured with special care from the finest selected chemicals, ensuring maximum life.

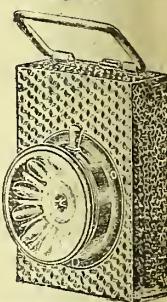
Price 4/- Dozen.

52/- per Gross.

Super Quality.

5/6 Dozen.

64/- per Gross.



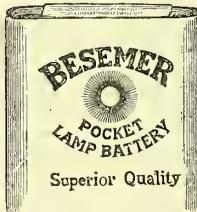
#### The "RELIANCE" HAND LAMP.

Strong Metal Case, high grade finish. Takes the Standard Pocket Lamp Battery. Fitted with Switch, Handle, powerful Reflector and Lens.

Complete with Volex Battery and Jewel Metallic Bulb.

Price 36/- Dozen.

## BRITISH 'BESEMER' BATTERIES



Guaranteed for 6 months if seal unbroken.

All usual styles.

Send for List.

Bulbs. Cases.

Trade - - 7/- doz.

Retail - 10½ d. each

**50% Profit on Cost.**

**M. & A. WOLFF**  
9-15 Whitecross St., London, E.C.1

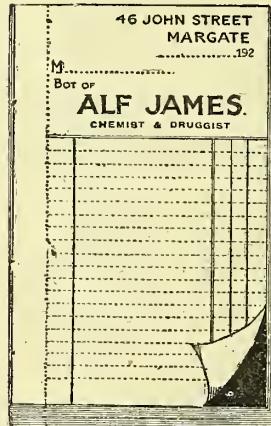
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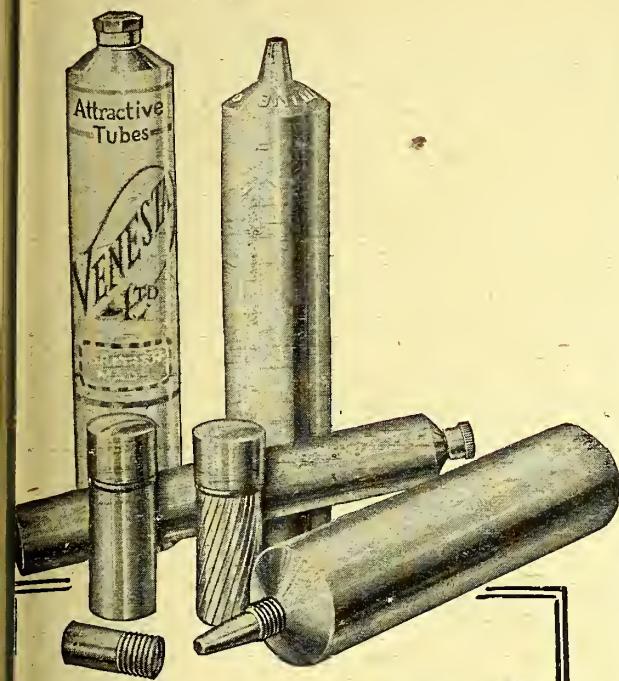


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When ordering your next supply of tubes remember that Venesta collapsible tubes possess a quality and finish that make them a real selling force.

They are made from Pure Tin, Lead or Lead-coated with Tin and supplied plain or enamelled and printed with designs to suit customers' own requirements.

We also supply Lip-salve Cases, Sprinklers, etc., and shall be pleased to forward illustrated lists, samples and current prices on application to—

G. Dept.

**VENESTA LTD.**

1 Great Tower Street, London, E.C. 3.

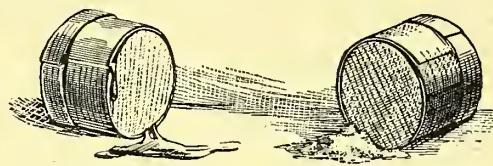
Actual Manufacturers of  
**TINFOIL**

Plain, coloured and embossed in any  
size, gauge or shape.

## "Corruganza" SEAMLESS OINTMENT BOXES

*Have replaced the old "Willow" boxes—Greaseproof—the bottoms cannot fall out.*

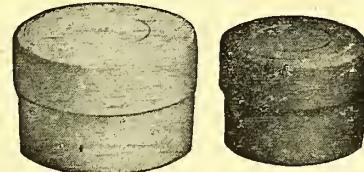
GERMAN "WILLOW" BOXES are again being offered at lower prices, but these boxes will not hold Powders, nor, in warm weather, Ointments.



*THEY ARE DEAR AT ANY PRICE.*

Stick to the **ONE-PIECE** principle

## "Corruganza" SEAMLESS PILL BOXES.



THE phenomenal success of the "Corruganza" Seamless Ointment Boxes has induced us to offer a series of Pill Boxes made on the same **One-Piece** principle. Stocked in usual sizes.

They cost a little more than the Ring and Disc style, but **THEY HOLD THE GOODS**, and do not fall to pieces in handling or in the pocket.

*Wholesale or Export only from*

**HUGH STEVENSON & SONS,  
LIMITED,**

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And at Manchester, Birmingham, Leith, Perth & Glasgow.

*Kindly mention this Journal when replying to the advertisement.*

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## A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P.)

Prepared in strict accordance with the Formula of the British Pharmacopœia.

(Wholesale only.)

Samples from Head Office, Thomas Street, DUBLIN, or London Office, 43 Great Tower Street, LONDON, E.C.3.

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I solicit your enquiries for MEDICAL FLATS in all sizes, plain and graduated, MEXICANS, POISONS, KALIS, LIMES, VIALS, CANNONS, OVALS, BRILLIANTINES, in all shapes, SCREW JARS, TABLET BOTTLES, etc. etc. All bottles used in perfumery and chemist trades. Special shapes made, Wholesale quantities only.

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10 & 11 MINCING LANE, LONDON, E.C.3.

**SPECIALITIES.**—Cums Arabic and Tragacanth as Imported or finely powdered.

**FINE CHEMICALS, Ltd.** <sup>40, MARY ST.</sup> DUBLIN.  
INVITE ENQUIRIES FOR  
CARRIGEEN (IRISH) MOSS,  
FINE CHEMICALS,  
HEAVY CHEMICALS.  
KEEN QUOTATIONS OFFERED.

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(An improved Santal Wood Preparation)  
SPECIALLY MANUFACTURED for ALL CLIMATIC CONDITIONS.

Bottles or Boxes containing 36 Capsules 24/6 per doz.  
May be obtained through most Wholesalers and Export Agents.

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## BRITISH MADE, ROUND AND SQUARE CARDBOARD BOXES

for  
PILLS, POWDERS, SOAP, OINTMENT,  
BOTTLES & CHEMISTS' ADJUNCTS.  
Estd. 1850. Wholesale & Export only. Phone : 2505 Royal.  
**S. JAMES AUSTIN LTD.** 32 GREAT GEORGE SQUARE,  
LIVERPOOL.

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## KINDLY ORDER THROUGH SUNDRY HOUSE Farmer's "BAITED" PHOSPHOR PASTE

It makes the RAT infested your friend. Best Rat Killer extant,  
Jars 4d., 7½d., 1/3. For Home and Export.

**FARMER & CO., Homerton, LONDON**



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FOR COLOURING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses. Trial Size 8d. per post 1d. 1/4 size, per post 1d.; 1/2 size, per post 2/11; 3/9 size, per post 4d.; 6d. size, 6d. doz.; 1/4 size 12d. doz.; 2/6 size, 24d. doz.; 8d. size, 36d. doz.

**THE SHADEINE CO., 58 WESTBOURNE GROVE, LONDON, W.**

## DEVELOPING, PRINTING & ENLARGING

for Chemists by Chemists. 24 hours' service. During busy period of 1921 we never let our clients down.

Order books, showcards, etc., supplied; list free.

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## L. FRANKENBERG, 15 Stoney Lane, London, E.1. STOCK for DISPOSAL.

HAIR CLIPPERS at 4/- each; Spikinson Razors 30/- doz.; Carnos Razors 30/- doz.; Alexico Razors 18/- doz.; Blades, three-hole 5/- grs.; Carnos Super-Blade 10½ grs.; Shaving Brushes 7/6 doz.; Ladies' Combs 4/6 doz.; Crown and Sword Razors 24/- doz.; Safety Razors, boxed 6/6 doz.; Safety Razors, Nickel 6/- doz.; Enolin Tooth Paste 4/4 doz.; Shaving Sticks, Tine 2½ doz.; Calvert's Tooth Powder 3/- doz.; 7 o'Clock Razors 5/- each; Auto Strop Razors 6/9 each; Gillette Blades 3/6 doz.

List Ready

Net Cash

Post Free

## TOOTHPASTES IN TRIANGLE CARTONS

GET TO KNOW THEM  
and MAKE MONEY

**THOS. CHRISTY & CO., 4-12 Old Swan Lane, E.C.4**

Probably the best value yet seen—new type of carton beautifully gotten up and displayed, carrying a superfine line of popular Dental Creams. Gives an excellent profit, and anyone starting the trade in the district practically takes the lot.

Ask for sample and leaflet, and learn about this 50% profit line.

## Of particular Interest to Chemists in Country Areas

WE have pleasure in announcing that, after considerable research, we are now in a position to offer our special liquid FUMIGANT FOR EXTERMINATING RABBITS IN BURROWS AND WARRENS, without danger to the applicant.

**SIMPLE :: EFFICACIOUS :: ECONOMICAL ::**

Apply for your district agency and full particulars at once.

**MURPHY & SON, LTD.**  
**MORTLAKE, LONDON, S.W.14**  
ALSO NOTTINGHAM AND LEEDS

The original and oldest STICKY FLY CATCHER in the Market. 36 years' reputation.

The 'Fly Cemetery,' in Sheets.  
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The 'Cemetery' Fly Band, 3in. wide  
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Prices on Application.

MANUFACTURERS—

**Tunbridge & Wright, Reading**  
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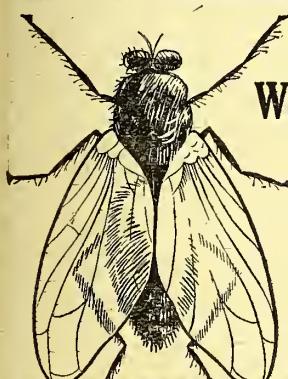
THE Flies which Nobody wants make Everybody want the

## WASP FLYBAND

It is the bright idea for fly catching. Clean, hygienic, not a bit unsightly — **AND IT DOES CATCH FLIES.** The container at the bottom prevents dripping. Hang Wasp Flybands in your shop—they are their own best advertisement and sell themselves. There is a substantial and protected profit.

Write for prices & particulars to the sole manufacturers :

**F. W. HAMPSHIRE & Co. Ltd.**  
Riverside Works, Derby.



## "DAK" Non-poisonous sticky Ratlime

A widespread demand exists for an effective rat and mouse exterminator *free from the dangers of poison.* "DAK" Ratlime supplies this need. It is well advertised and is selling freely (largely upon the recommendation of users). Write for interesting leaflet and particulars of liberal trade terms.

TINS RETAIL AT  
2/6; 4/6; 8/6 and 14/6.

Sole Makers:

**KAY BROTHERS Ltd.**  
STOCKPORT.

The regular users of "DAK" include :

Public Authorities,  
Dock & Harbour Boards,  
Food Manufacturers,  
etc., etc.



## POWDER WEED KILLER

Packed in small decorated tins. Immediately soluble in cold water. All Tins Free. No return empties. **SPECIALLY ADAPTED FOR EXPORT.**

Have now a large sale through CHEMISTS, and early application should be made for illustrated Counter Bills and Showcards.

Awarded Gold Medal, Anglo-American Exhibition. Bronze Medal by Royal Horticultural Society.

**ARSENITE of SODA 80%. ARSENATE of LEAD QUASSIA CHIPS**

THE ACME CHEMICAL CO., Ltd., TONBRIDGE, KENT

Messrs. Forster & Co.,

Chemists, Dover, write :

"22 July, 1922. Your Rodine is always on show in my window. I push it, as it is

**Well Worth Pushing,**

in more ways than one."

It pays to push "Rodine."

Get terms from the Sole Maker,

## HARLEY,

Manufacturing Chemist,  
PERTH, SCOTLAND.

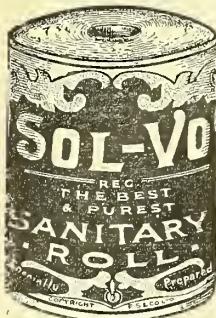
## "RODINE"

RAPID RAT REMOVER



**THE PIPER O' PERTH**  
KILLS RATS AND MICE

# SOL-VO SANITARY ROLLS & PACKETS.



# SOL-VO REGD THE BEST & PUREST SANITARY PAPER



|                   | per doz.     |
|-------------------|--------------|
| Three dozen Rolls | ... 8/- net. |
| Half gross lots   | ... 7/6 "    |
| One gross lots    | ... 7/- "    |

|                     | per doz.      |
|---------------------|---------------|
| Three dozen Packets | ... 11/- net. |
| Half gross lots     | ... 10/6 "    |

CARRIAGE PAID.

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### ‘Developrint’

#### THE DEALER'S SERVICE

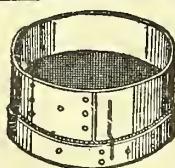
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KODAK SPECIALIST  
ROCHESTER

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For the LIVE KODAK DEALER.  
Same Day Return—Finest Results.  
PRICES RIGHT—PROFITS RIGHT.  
Write for Lists to \_\_\_\_\_

WALLACE HEATON, LTD.  
Change Alley - SHEFFIELD



For your Sieves and Wire Gauze try the actual Makers!

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Waterproof Papers, Gummed Paper Tapes, etc. etc.  
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Telephone: 576 Ashton-under-Lyne.

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*Ensign Cameras*  
*1/4-plates—650*  
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*Self-toning Paper*  
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*Bromide Cream*  
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*Hypo*  
*Mounts*  
*Pistol Flashmeter*  
*Printing Frames*  
*Brushes*

## If this Order

was sent direct to the makers it would mean:—

Hunting up nine or ten addresses  
 Writing all these separate orders  
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 Carriage will be heavy  
 Packing is expensive  
 Cheques are twopence each  
 Book-keeping more complicated

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WILL SUPPLY YOU WITH ALL YOUR PHOTOGRAPHIC REQUIREMENTS AT THE SAME PRICES AS THE MAKERS AND

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Order *everything* collectively  
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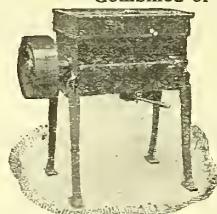
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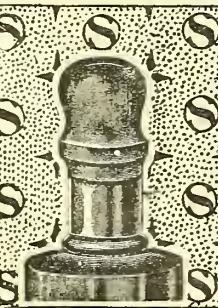
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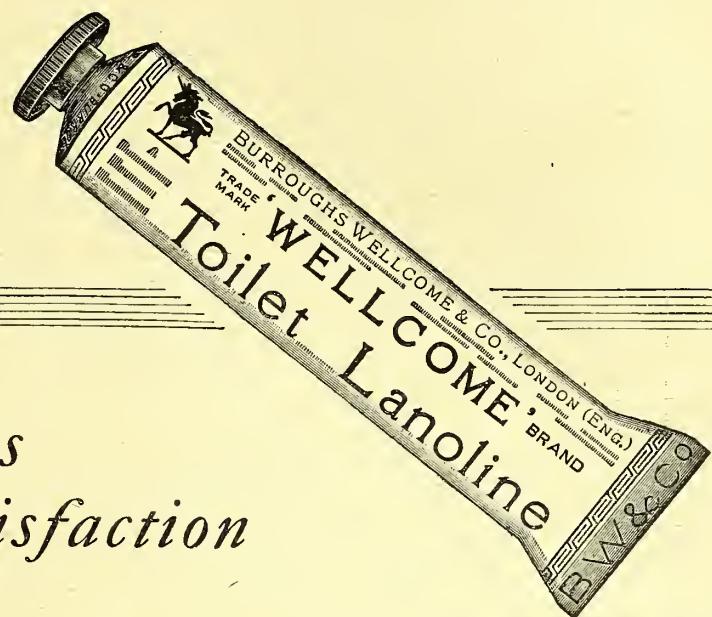
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## Business Changes

Boots, LTD., are opening a branch in Victoria Road, Surbiton.

MR. C. ALLANSEN, chemist and druggist, is opening a pharmacy in The Square, Dinas Powis.

MR. J. J. LOUGHREAN, F.S.M.C., chemist and druggist, has acquired the business of Black & Co., chemists and opticians, 81 St. James's Street, Brighton. Mr. Loughran has been with Messrs. Black as assistant and manager for over 11 years.

MR. R. R. COATES, formerly London representative of the Hoffmann-La Roche Chemical Works, LTD., has commenced business on his own behalf as an importer and manufacturers' agent in drugs, chemicals and pharmaceutical specialities, under the name of Dick, Coates & Co., 41, Great Tower Street, E.C.3. He has been appointed sole representative in the United Kingdom for the medical specialities of the Société Chimique des Usines du Rhone, Paris.

## English and Welsh News

The Editor would be obliged if subscribers would send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### Sale of Food and Drugs Acts

A selection of extracts from the annual report of the Ministry of Health for the year 1921-22, issued with an abstract of public analysts' reports for the year 1921 (Stationery Office, 1s. 6d.), contains a few facts of interest to the drug-trade; most of them, however, have already been recorded in our columns. It appears that 374 out of 5,589 samples of drugs examined were reported against as not being genuine. The percentage of adulterated samples is 6.7; in the previous year it was 8.5. The largest figures among the 374 defective articles are yielded by camphorated oil (45), borax (43), prescriptions (29), magnesia and preparations (26), and "powders, Gregory" (24). It would not be surprising to learn that the two last-named classes overlap. Of 432 samples of olive oil examined, 6 contained other oils; and some spinach tested yielded 6.8 gr. of copper sulphate per lb. A concentrated raspberry fruit juice was reported upon by a public analyst as being "devoid of any trace of vegetable colouring matter or of any organic acid naturally found in fruit."

### Inquests

An inquest was adjourned by the Worcestershire coroner, on August 29, in the case of James Voyce, farmer, Eldersfield, and his adopted son, Samuel King. Both men, according to evidence given, died suddenly, and mention was made of a purchase of sixpennyworth of potassium cyanide from a chemist at Tewkesbury. Further investigation is to be made.

An inquest was held at Combe Down, Bath, on August 28, on the body of Mr. Frederick Lion Jackson, drug-store proprietor, who, the evidence showed, hanged himself in the dark-room of his shop. It appeared that Mr. Jackson had no business worries; but it was believed that his mind had been affected by narrow escapes while on active service during the war. A "temporary insanity" verdict was recorded.

### Birmingham

Complaints are being made in the Press against tradesmen causing unnecessary dust when sweeping their shop fronts.

To revive interest in the Old Dudley Photographic Society the subscription has been fixed at 5s., and during the present session there is to be no entrance fee. [Corrected note.]

At Birmingham Police Court, recently, a traveller named Littlejohn was sentenced to two months' imprisonment in the second division for embezzling money belonging to his employers, Parton, Son & Co., LTD., wholesale perfumers, Bull Ring.

The late Mr. Henry Alcock, whose death was announced in our last week's issue (p. 310), was the cousin of Mr. F. H. Alcock, F.I.C., Ph.C., King Alfred's Place. The late Mr. Alcock formerly carried on a successful business in Walcot, Bath, and was at one time assistant to Mr. J. Hinds, Ph.C., Coventry.

### Liverpool

Mr. and Mrs. W. J. Williams are on holiday at Falmouth.

Mr. C. A. Maries, Central Pharmacy, Waterloo, is making a special display of photographic cameras.

Pharmacists who make a prominent feature of perfumery express confidence that manufacturers will prevail on the Government to relax duties which press unduly on both the wholesale and the retail trade.

A special order of the Ministry of Health for the administration of the West Derby Hospital, one of the largest in the country, provides for the appointment of the chief officers, one of whom is the dispenser. Every medical superintendent, chaplain, matron and steward continues in office until he or she dies, resigns or is

dismissed by the Guardians, whose decision is subject to the consent of the Minister of Health. Every dispenser and nurse and also every assistant appointed may, on the other hand, be dismissed by the Guardians without the consent of the Minister, although the grounds of the dismissal are to be reported to him. The dispenser is therefore in the position of a second-class officer, but the steward and matron are given statutory rank.

#### Manchester

Mr. Robert Veitch Clark, M.B., Ch.B., D.P.H., medical officer of health for Croydon, has been officially recommended for appointment to the vacant post of medical officer of health for Manchester.

The death took place on August 8, at Cresborough, Wilmslow, of Mr. W. H. Williamson, who was formerly associated with the wholesale drug trade in Manchester. He was an original member of the Manchester Royal Geographical Society.

Mr. T. Miller, secretary of the Manchester Pharmaceutical Association, comments as follows in the "Manchester Guardian" of August 26 on an article that had appeared in that paper on the previous day:—"I should like to modify several statements in the excellent article on 'Women and Pharmacy' which appears in Friday's issue of the 'Manchester Guardian.' The writer states that women pharmacists should have no difficulty in obtaining a salary of from four to six guineas a week at least. Such amounts may be paid in exceptional posts, but the average salary paid to women pharmacists is considerably less. . . . The Fairchild and Manchester Pharmaceutical Association scholarships are not tied down to the Pharmaceutical Society's school in London, but may be held by students in other recognised schools of pharmacy."

#### Sheffield

Mr. Job Preston, Barker's Pool, has recently had one of the large windows at his pharmacy broken.

The window in the Haymarket establishment of Mr. G. Squire, Ph.C., has an attractive floral show depicting nine special perfumes.

Sheffield Pharmaceutical and Chemical Society has again been compelled to find another meeting place, having been displaced from the Church House by the Church Congress. The meetings are, for the time being, to be held in the Y.M.C.A., Fargate.

#### Miscellaneous

**BUSINESS NAMES REGISTRATION ACT.**—At Bow Street Police Court, London, on August 24, John Charles Hamilton, Premier House, Dover Street, W., was fined £100, with £7 7s. costs, for failing to furnish within the prescribed period the particulars required under Section 3 of the Business Names Registration Act, 1916.

**OXALIC ACID.**—The Board of Trade have received a formal notice of complaint under the arbitration section of the Safeguarding of Industries Act, Part I., that oxalic acid has been improperly included in lists of articles chargeable with duty under the Act. The complaint will be submitted in due course to the referee appointed by the Lord Chancellor.

**FIRE.**—The following outbreaks of fire have been recorded since our last report:—An outbreak of fire on the premises of Mr. S. G. H. Long, chemist and druggist, 128 Upper Clapton Road, London, E., on August 24, is attributed to the sun's rays. The damage, which was confined to the shop, was not extensive.—A light thrown down caused an outbreak of fire, on August 27, on the premises of Coley and Wilbraham, Ltd., manufacturing chemists, 154 Westcombe Hill, London, S.E.3. The fire brigade quickly subdued the blaze.—Firemen are said to have been overcome, at an outbreak on premises in Vauxhall Bridge Road, London, S.W., on August 29, by the fumes of sulphuric acid. One of them was taken to hospital.

Three dogs, which had been fed with parts of cows slaughtered at Stevenage, Herts, developed anthrax.

#### Irish News

##### Brevities

Clery & Co., Ltd., Dublin, have opened a pharmacy department in their new buildings, under the management of Mr. D'Arcy, Ph.C.

The licences granted under the Poisons and Pharmacy Act, 1908, to Mr. William Hamilton, seedsman, 2 Arthur Street, Belfast, have been renewed.

Mr. Niall Harrington, who for some years was an assistant with Mr. J. Barry, Ph.C., Boyle, co. Roscommon, and is now in the National Army, has received a commission as "Lieutenant in the Guards for bravery in the field since the landing in Kerry."

#### Scottish News

##### Dundee

Dr. J. C. Irvine, C.B.E., F.R.S., Vice-Chancellor and Principal of St. Andrew's University, has been appointed a member of the advisory council to the committee of the Privy Council for Scientific and Industrial Research.

The death occurred at Cinderford, on August 20, of Mr. W. P. Henderson, commission agent, aged 81. Mr. Henderson was long connected with the drug and dry-saltery trade in Dundee, and attended the meeting of the British Pharmaceutical Conference held here in 1867.

##### Edinburgh

An Edinburgh shopkeeper is offering "Imitation Gillette Blades, 2d. each."

Dr. J. R. Currie, a senior medical officer of the Scottish Board of Health, has been appointed to the chair of Preventive Medicine in Queen's University, Kingston, Ontario.

"A recent murder trial reminds me," writes a correspondent, "of two doctors who constantly misspell certain words. One invariably writes 'The Linament, as directed'; the other always spells 'aspirin' as 'asperin'."

##### Fife

The police are investigating several cases of supposed poisoning of dogs in the neighbourhood of Abernethy.

The pharmacy at Windygates, carried on under the name of J. Buchanan, was broken into on August 24 and a small sum of money taken from the till.

##### Glasgow

Captain Macmillan, who has been taking part in the attempt to fly round the world, was formerly with Thomas Henderson & Co., Ltd., chemical brokers, Wellington Street.

At Glasgow Sheriff Court, on August 24, an Airdrie woman pleaded guilty to ten charges of obtaining morphine by means of forged prescriptions. It was stated that the accused had obtained nearly 300 tubes of morphine sulphate from two chemists in Glasgow. The sentence was delayed for six months so that the woman might go to an institution for treatment.

The affairs of Mr. Robert Brown Dickson, a partner in the firm of Dickson & Co., chemists, 745, Great Eastern Road, Parkhead, were investigated on August 25, when he was examined in bankruptcy. Mr. Dickson stated that he commenced business in June, 1918, with a capital of £400, £200 of which he got from his father. His father died in March of this year; the bankrupt had no interest in his father's estate. He attributed his insolvency to paying too high wages. One assistant was paid £4 5s. a week, another received £3 15s., and a third £3 15s., rising to £4 5s. Liabilities were £1,397, and assets £762. The examination was adjourned.

## South African News

(From "C. & D." Correspondents)

The Chemist and Druggist is supplied weekly to members of all the Chemists' Societies in South Africa

### Cape Colony

THE LATE MR. MAGER.—The funeral of the late Mr. K. Mager took place on August 6 at Queenstown, amidst a scene of great impressiveness. Amongst her of his varied activities, he was a Mason of high degree, and, as is the custom, he was accorded a Masonic funeral. The remains were conveyed to the Masonic temple of the Star of the East, and a solemn service was held, when the brethren of the various lodges in town were present in large numbers. The chief mourners were Mr. Edwin Mager (son) and Mr. George, of Cathcart (son-in-law), and immediately behind them followed the members of deceased's staff, most of whom were employees of many years' standing. The pall-bearers were: The Mayor (W. R. Barberow, Esq.), Messrs. G. Scott, C. V. Welch, G. Hartley, E. T. Wells, C. M. Mallett, A. P. Morum, H. R. Horwood, and A. K. McPherson. The various Masonic lodges provided an outer line of pall-bearers, and the long procession which followed was representative of the public life of Queenstown, the large gathering testifying to the high esteem in which deceased was held. The cortège moved to St. Michael's Church, where the Rector (the Rev. W. A. Goodwin) gave an impressive address. He reminded those present of the active part taken by the late W. Kelk Mager in the building of the beautiful St. Michael's Church forty years ago, and of his activity in the recent start made to complete the building. He was, indeed, thankful that Mr. Mager had lived long enough to see this work well begun. In all his active participation of every phase of public life he had yet to learn that deceased had left a single enemy behind him. He was respected and beloved by all, and they were grateful to him for his many services kindly and ably rendered. Queenstown had conferred upon Mr. Mager the highest honour it had to bestow on man—that of Chief Citizenship, a part which deceased held at a trying period in the history of the country. Deceased was a man of wide sympathies, generous, and tender-hearted. He would be sadly missed by the community at large.

### An Appreciation

The following appears in the "Queenstown Daily Representative and Free Press": "It was a great shock to everybody who knew him that William Kelk Mager had suddenly passed away. Mr. Mager had not been feeling too well, but at the same time no one associated with him thought that his end was so near. He kept up well, and though very ill, still moved about. With him disappears a landmark of Queenstown. No one who knew him did not love him. A more honourable, honest, kindly gentleman never stepped God's earth. He was a public man in his own quiet way. There was nothing in public life that did not interest him. He did not seek to take any great lead but at the same time was never wanting in supporting, in helping on anything that was in the interests of the town and its progress. The simplicity of his character, the eagerness to do right by his fellow-men appealed at once to anyone who came in contact with him. He was incapable of doing an unkind thing to any man. He lived in Queenstown for 42 years, and during that time it is recorded of him that he never did an unkind action. Queenstown was a very small place when he first came here. He entered into business and he made his business a success. But he never lost sight of the fact that he also had the duties of a good citizen to perform, and he carried these out thoroughly and well. He served most of the public institutions of this town as a member, and for a term (and a very ugly term) during the Boer War he was Mayor of the town. During the Great War he received the greatest shock of his life when he received the news of the death of his son; he was never again the same."

### Rhodesia

PARKE, DAVIS & Co.'s representative (Mr. Morris) has been on his periodical business visit during the current week.

RHODESIA at present is in a state of "suspended animation" concerning the future government of the territory.

In due course by lapse of time the British South Africa Company's Charter rule will expire, and Rhodesia will have the option of taking over under their own Responsible Government or joining the Union States of South Africa. The terms of the latter are published in this week's press, and a referendum (election) will be taken to decide the matter later. There are different opinions on the matter.

## Pharmaceutical Society of the Orange Free State

A GENERAL MEETING was held at Vickers Buildings, Bloemfontein, on August 2. There were present, Mr. Carter (President), Mr. Weller (secretary), Messrs. Abelson, Shar, Gunn, Block, Greenwood and Taylor (members). Mr. Gunn gave notice of motion to review and rescind "Mr. Fyfe's motion allowing the discussion of business matters at the Society's meetings." Mr. Greenwood supported the motion, and Mr. Abelson opposed it. The secretary was instructed to place Mr. Gunn's motion on the agenda for the next meeting. Mr. Taylor proposed that Mr. Carter's action in reference to the price-cutting in town be confirmed. This was carried. Mr. Greenwood asked that the fact that he had voted against this proposition be recorded in the minutes. Replies from the Transvaal and Natal Pharmaceutical Societies and Pharmacy Boards refusing to forward Reciprocity with the O.F.S. were received. The Cape Pharmaceutical Society and Pharmacy Board had not replied to the communications from the O.F.S. Society on this subject. The secretary was instructed to inform Mr. Rojtowski of the result, and regretting inability to go further into the matter. The following prices were confirmed:—Colgate's tooth paste, 1s. 6d.; Piver's powders, 3s. 6d.; Cuticura soap, 1s. 9d. tablet, 5s. box; Pond's cream, 2s.; Eno's, 4s. 6d.; Kolynos, 1s. 6d.; Pyng balsam, 2s. 3d.; Crème Simon, 2s.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Saturday, September 2

*Confectioners' and Allied Traders' Exhibition*, Royal Agricultural Hall, London, N.I., at 10 a.m. till 5 p.m. Open daily from 10 a.m. to 8 p.m. until September 8.

### Wednesday, September 6

*Portsmouth Pharmacists' Association*.—Cricket match v. Southampton pharmacists at Hambledon. Conveyances from Elm Grove at 2 p.m. Expenses will be divided equally among participants. Apply for tickets up to September 2 to Mr. W. Coates, 2, Palmerston Road, Southsea.

### Thursday, September 7

*London Chemists' Golfing Society*, Enfield.—Carmichael Trophy, 18 hole, medal play.

### Sunday, September 10

*Manchester and Salford Chemists' Association*.—Ramble from Whalley Abbey over Pendle Hill to Clitheroe Castle (under 10 miles).

*Parke Davis Swimming Club*.—Invitation race to pharmacists and their assistants at the gala on September 13 to be held at the St. George's Baths, Buckingham Palace Road, London S.W., at 7.30 p.m. Entries may be made up to September 5. Apply to Hon. Secretary, 59, Beak Street, London, W.

*Street Trading*.—The Lambeth Borough Council, having considered the report of the Departmental Committee on street trading, is of opinion, with regard to the proposal that a local authority be given power to make a charge not exceeding 5s. a week in respect of a pitch, that this weekly charge should not be limited to 5s., and, further, that the term "street trader" should be defined, and that shopkeepers having stalls opposite their premises should be brought within the scheme.

## Colonial and Foreign News

**ETHYL CHLORIDE BY POST.**—Exporters from Germany are indignant at the decision of the Post Office which prohibits the sending of ethyl chloride by post. It is pointed out that this new ruling will place German manufacturers at a disadvantage with their chief competitors, French manufacturers, since the French Post Office continues to accept ethyl chloride in post parcels. Outside Germany, Great Britain is the only country which prohibits sending ethyl chloride through the post.

A NEW MEDICINE TARIFF, for pricing prescriptions, was recently published by the Government of the kingdom of the Serbs, Croats, and Slovenes, and any cases in which the charges fixed in the tariff are exceeded by pharmacists should be reported to the health authorities. Since the elaboration of the new tariff was begun in July last year the charges bear no relation to existing conditions, principally in consequence of the general rise in prices. The pharmaceutical associations of the kingdom have protested against the new tariff, and the Minister for Public Health has at last consented to appoint a commission to investigate the proposal submitted by the pharmacists, and to revise the new terms.

**TRADING BY MEDICAL MEN.**—A medical practitioner who supplied spectacles prescribed by himself for his patients, making a profit, has been severely reprimanded by the supreme Prussian medical court of honour. The published decision of the court contains some interesting points of view: "The medical profession is not practised and should not be practised as a profession designed merely to earn money. Its fundamental basis is the safeguarding of health, which demands the display of the highest mental faculties, and does not constitute an economic factor. For these reasons the exercise of the profession must be kept free from all practices savouring of business, and many actions which are perfectly in accordance with business principles, from the point of view of a tradesman, are incompatible with the duties of a doctor."

**VITAMIN-CONTENT OF COD-LIVER OIL.**—An investigation is being conducted at St. John's, Newfoundland, by Drs. Silva and Drummond, for the Medical Research Council, London, and by Dr. Graham, into the medicinal properties and vitamins in cod-liver oil and the condition and the movements of the fish, which have a bearing on the vitamin-content of the oil. At a meeting of the Board of Trade in the Lister Institute, St. John's, recently, Mr. W. A. Munn, cod-liver oil exporter, pointed out that it was only natural to suppose that this valuable element was absorbed by the roe and milt during the spawning season, so that livers of fish caught at that period did not produce such a valuable product as is made from fish which are taken at another period. Dr. Graham stated that practically all the English fishery research work was based on information gleaned from fishermen. It was decided to offer prizes to the fishermen for reports concerning the fisheries and the movements of the fish.

**DENATURANTS FOR ALCOHOL.**—The German Imperial Alcohol Monopoly Bureau has published the conditions under which pure alcohol may be denatured and supplied at a reduced price to manufacturers of perfumes and toilet articles, etc. To every 100 litres of pure alcohol must be added the following: (1) Diethyl ester of phthalic acid, 2 litres (described as a colourless or slightly yellow coloured liquid, with a faintly ethereal odour; boiling-point, 282° to 295°); (2) oil of turpentine, 1 litre; (3) thymol, 500 grams. Already manufacturers of perfumes have protested vigorously against being limited to the use of three highly unsuitable compounds. Turpentine oil, owing to its pronounced odour, cannot be used in perfumery. Thymol is liable to cause irritation of the skin; and objection is raised to phthalic ethyl ester on the grounds that its specific odour renders it useless for the manufacture of higher-class perfumery. The demand is now made that the alcohol supplied at the lower price for perfumery should be permitted, under due control, to be determined by the addition of the actual essential oils which enter into the finished product.

CONSIDERABLE UNREST exists among the owners of the privileged pharmacies in the kingdom of the Serbs, Croats and Slovenes in consequence of the high-handed action of the Government in abolishing, without any compensation, the rights of certain owners. Already in 1919 the local Government in Slovenia declared that the privileges held by some pharmacists in the Styrian portions of Austria adjudicated to Jugo-Slavia were null and void, and consequently abrogated the rights of their owners to dispose freely of these businesses. This decision of the local Government was recently confirmed by the central authority in Belgrade, with the result that the owners of privileged pharmacies in all parts of the new kingdom, fearing a similar fate in their own case, held a meeting to protest against this action, pointing out that it constituted a flagrant violation of the Constitution, which guarantees the inviolability of private property.

**ROCKEFELLER GIFT.**—At a meeting held on August 17 the Committee of Hygiene, in connection with the League of Nations, decided to accept the offer, from the International Bureau of Hygiene, Rockefeller Foundation, of financial assistance in certain of the Committee's undertakings. Last spring the Foundation offered \$60,000 a year for 3 years, to allow of interchange of views on sanitary matters in connection with the public services of the different countries, and another contribution of \$30,000 a year for 5 years, for the development of the International Office of Inquiry into Epidemics. This offer was accepted in July by the Council of the League of Nations. The first meeting on sanitary matters will probably be held at Brussels during the first fortnight of October. The committee will consist of 1 Bulgarian, 2 Belgian, 2 Czech, 5 Italian, 5 Polish, 5 Russian, and 2 Serbian representatives.

**PHARMACEUTICAL PRODUCTS IN ROUMANIA.**—In connection with the importation into, and sale in, Roumania of pharmaceutical products, H.M. Commercial Secretary at Bucharest states that it is necessary for importers to establish the fact that the manufacture and sale of such preparations is sanctioned by the competent authorities in the country of origin. An application must also be filed with the Director-General of the Roumanian Sanitary Service (Serviciul Farmaceutic, Directiunea Generală a Serviciului Sanitar, Ministerul de Internă, Bucuresti), together with a chemical analysis from a recognised laboratory in the country of origin and a statement of the therapeutical qualities of the preparation. In addition, ten samples of each product in their containers, together with quantitative and qualitative formula, must be deposited with the Director-General. The Roumanian fee for the analysis of each preparation is 1,000 lei.

**SPECIALITIES IN ITALY.**—Reference has already been made (*C. & D.*, April 1, p. 55) to the proposed regulation of the manufacture, sale, and the scale of profit of pharmaceutical specialities. The decree issued by the Minister of the Interior reads as follows: "In view of the necessity of regulating, in the public interest, the manufacture and sale of medicinal specialities, a special commission shall be appointed to study and to propose the most suitable measures for so doing. The following members have been appointed; Senator Professor Marquis E. Paternò di Sessa, President (Professor Paternò is also President of the *Pharmacopeia Commission*); Dr. C. Pugliese (Vice-Director-General, Ministry of Finance); Dr. R. Pilotti (chief inspector, Ministry of Commerce and Industry); Dr. G. Druetti (provincial medical officer and medical inspector); Dr. F. Natoli (departmental chief, Ministry of the Interior); Professor Dr. M. Spica (chief inspector, Pharmaceutical Service); Dr. C. Chiappa (President, Association of Pharmacists, Rome); Professor S. Belfanti (director, Serotherapy Institute, Milan); Professor C. Serono (Director-General of the National Medico-Pharmacological Institute)." At the first meeting of the Commission the President outlined the proposed investigations, and after a prolonged discussion it was decided to appoint a sub-commission, consisting of three members, to study the subject-matter and, in particular, existing legislation on this question in foreign countries, so as to discuss its report at a later meeting of the whole Commission.

## American Notes

By "THE MAN FROM LONDON"

MANY DRUGGISTS SEE IN WIRELESS an opportunity to develop a new line. Types of radio sets now available in prices from \$25.00 to \$1,000 per set.

THE UPWARD TREND IN BUSINESS which is distinctly felt is being met with the American pharmacists' ardour for pushing a good thing along, and all over the country the State Associations show a laudable tendency to do progressive and constructive work.

HAY-FEVER TREATMENT.—According to a well-known New York bacteriologist, from observations of about 1,000 cases of asthma and hay fever in which pollen extracts have been used, 25 per cent. are entirely relieved, 50 per cent. are more comfortable, and 15 per cent. are slightly relieved. This is an improvement upon the old form of treatment of nasal sprays, etc.

A METHOD OF ADVERTISING which seems to be giving good results is the operating of a mail list collected by the pharmacist in his neighbourhood. The list of names is classified according to the known buying peculiarities of the customers. A few well-written letters posted through the year are followed by satisfactory results. Photographic amateurs get several letters through the summer season.

CHANGING PHARMACY.—American retail pharmacy has for long been passing through the stages of an evolution. The volume of business has, of course, increased, but at the expense of the professional part. Drug-stores are so numerous that there is not enough professional "jam" to give the average pharmacist more than a taste. But the U.S. pharmacist is not downhearted about that. He sells everything, from ice cream to walking dolls, and supplies tasty lunches to those people who seem to think the drug-store is the proper place to eat and drink. If he might have fallen from their high estate, in the professional sense, they are very cheerful over it.

OPIUM ACTS AMENDMENTS BILL.—A Bill amending the Opium Acts of 1909 and 1914 passed the House recently. This Bill proposes to create a Federal Narcotic Control Board, to consist of the Secretaries of State, Treasury, and Commerce, but the administration of the Bill would be entrusted to the Treasury Department. Importation of narcotic drugs into this country or its territories would be unlawful except in the case of crude opium and coca leaves for medicinal purposes permitted by the Board. Exportation of narcotic drugs other than smoking opium, which is absolutely prohibited, would be permitted only to countries having ratified the International Opium Convention of 1912.

PROFIT IN LOANING CAMERAS.—In some localities pharmacists find it pays well to give cameras and supplies as much window-space as possible. Some make a special feature of lending out cameras for a nominal sum, and find good returns in the important business of finishing the films. As there are many manufacturing firms who do this work in excellent style and reasonable charge all the pharmacist has to do is to send his films to the firm he deals with and get them back all ready for his customer in three or four days.

PRECAUTIONS AGAINST ANTHRAX.—Details of several tests for the disinfection of skins and horsehair (*Amer. Jour. Hyg.*) showed that on skins the lime soak of 5 per cent. (calcium oxide) permitted by the Bureau of Animal Industry regulations proved to be unreliable even after a seventy-two-hour exposure. The method of soaking skins in 2 per cent. hydrochloric acid and 10 per cent. sodium chloride solution for forty-eight hours at room temperature gave uniformly good results if carried out under conditions similar to those employed in the tannery. Anthrax-infested horsehair can be satisfactorily disinfected by several methods: (1) By steam under pressure in the autoclave (15 lb.) for thirty minutes; (2) by dry heat 200° F. for twenty-four hours; (3) by formaldehyde as used in England. Cyllin disinfectant in the strength and under the conditions certified in England will not kill anthrax spores.

## German News

ALWAYS WILLING TO OBLIGE.—German journals draw attention to a statement issued by the board of the Brazilian Academy of Commerce in Rio de Janeiro, in which regret is expressed that the Academy is unable to make the scholars acquainted with German drugs and preparations, being supplied only with French products, which are presented free of charge by French manufacturers. The statement closes with the remark that it would be in Germany's interest to furnish such products to the Academy in Rio de Janeiro, since Brazilian students will use such preparations only as are known to them.

SAFEGUARDING EXPORTS.—German pharmacists, especially those owning businesses in the vicinity of the frontier, are considerably exercised by the steps taken recently by certain manufacturers of pharmaceutical preparations. Prior to supplying such preparations the wholesale drug-house sends a form to the pharmacist who has placed the order, requesting his signature to the following undertaking—that the products in question are required exclusively for sale in his own pharmaey, and that he will not export them. Should he be found to infringe any of these obligations he will have to pay to the firm a sum equal to five times the amount of the invoice, without any obligation on the part of the latter to prove that its interests have suffered through the pharmacist's non-observance of his obligation, and the firm further reserves the right to claim higher damages.

ALCOHOL MONOPOLY.—The administration of the German alcohol monopoly has now issued the new charges for the supply of pure and denatured alcohol to consumers. Pure (i.e., not denatured ethyl-alcohol) will be supplied to certain industrial undertakings, including medical practitioners, dentists, and veterinary surgeons, manufacturers of medicinal preparations, pharmacists, manufacturers of perfumes and toilet articles, manufacturers of essences, of optical apparatus, etc., at the rate of 2,500m. for 100 litres of alcohol. Denatured alcohol for use in manufacturing processes will be supplied at the rate of 700m. (or 730m. if methyl-alcohol is the denaturant used) per 100 litres. Pure alcohol will be supplied to public hospitals, public research laboratories, and educational institutions at the rate of 650m. for 100 litres. The price for retail sale of denatured alcohol containing 92.4 per cent. of ethyl-alcohol for domestic and other uses has been fixed at 6.65m. a litre, the wholesale price to the retailer being 5.90m. At the present rate of exchange, therefore, 35 oz. of denatured ethyl-alcohol can be purchased for 2d., while for manufacturing purposes the German pays 70s. for 22 gallons of pure ethyl-alcohol.

ECONOMICS OF GERMAN PHARMACY.—Several members of the Prussian Parliament have addressed a demand to the Committee for Civil Questions that a Bill be presented to empower municipal or parish authorities to open and conduct pharmacies; further, to grant permission to sick clubs to possess their own private pharmacies. A member of the Government replied that the Imperial Government was considering the question of new legislation for the reform of pharmacy. He also pointed out that the increases in prices of remedies, against which protests had been raised, were due to the depreciation of the currency, and to the consequent high cost of purchasing foreign drugs, for example, cinchona bark. There were still pharmacies in Prussia with a total annual turnover of less than 75,000 mk., and their net profit averaged 12,854 mk., representing 23.9 per cent. of the turnover. This amount did not exist in cash, but was partly present as difference in value of the stock at the beginning and at the end of the year. About 72 per cent. of all Prussian pharmacies had a turnover ranging between 125,000 and 450,000 mk., yielding an average net profit of 50,329 mk. Investigations made to ascertain the profits realised in pharmacies had shown that the smaller businesses showed the highest ratio, viz., 23.9 per cent. of the turnover, since the owner conducted the pharmacy alone, or with the help of an apprentice; with the increasing importance of the business the ratio of profit to turnover decreased to 21, 18, 16, 15, 13, and even 12 per cent.

## New Companies and Company News

P.C. means Private Company and R.O. Registered Office

HOWARD'S DRUG STORES, LTD. (P.C.)—Capital, £750. Objects : To carry on the business of chemists, druggists, drysalters, oil and colourmen, etc. The permanent directors are : David and Dinah Rosenfeld, 184 Old Kent Read, S.E. R.O. : 184 Old Kent Road.

J. W. HOOPER, LTD. (P.C.)—Capital, £2,000. Objects : To carry on at Newport, Mon., or elsewhere the business of . . . dealers in . . . drugs and chemicals, etc. The first directors are : J. W. Hooper (managing director), Jessica Hooper, and C. E. Hurley. Secretary : C. E. Hurley. R.O. : 102 Chepstow Road, Maindee, Newport, Mon.

CARTVALE CHEMICAL CO., LTD. (P.C.)—Capital, £5,000. Objects : To carry on the business of chemical manufacturers, merchants, brokers, importers and exporters, agents and factors, etc. The first directors are : R. H. B. Haldane, Huddersfield, Kilmarnock, Dumbartonshire, chemical manufacturer; A. Pullan, 6 Tantallon Terrace, Ibrox, Glasgow, chemical manufacturer. R.O. : 11 St. Merren Street, Paisley.

HODGE & GOODMAN, LTD. (P.C.)—Capital, £1,000. Objects : To carry on the business of lacquer, varnish, paint, and enamel manufacturers and chemicals, etc., used in connection therewith. The first directors are : J. B. Roberts, 95 Tenant Street, Birmingham; R. M. D. Hodge, 170 Galton Road, Warley Woods, Birmingham; and W. H. Goodman, Westfield, Clifton Road, Sutton Coldfield. R.O. : 17A Ellen Street, Spring Hill, Birmingham.

J. J. WHARMBY & SONS, LTD. (P.C.)—Capital, £10,000. Objects : To carry on the business of manufacturing, wholesale and retail, pharmaceutical and analytical chemists and druggists, dispensers and drysalters, grocers, confectioners, etc. The permanent directors are : W. F. Wharmby, 25 Layton Avenue, Mansfield, chemist; H. M. Wharmby, Stanton Place, Mansfield, manufacturing confectioner. Secretary : W. F. Wharmby. R.O. : 36 Wood Street, Mansfield, Notts.

BRUCE (BATLEY), LTD. (P.C.)—Capital, £500. Objects : To carry on at Batley or elsewhere in the United Kingdom the business of manufacturers, importers and exporters of and dealers in distempers, dyes and dyewares, fire-lighters, paper and paper goods, chemical, industrial, and other preparations, oils, soap, etc. The first directors are : W. E. and Mrs. A. Bruce, W. T. Stone, and F. J. Mann. Secretary (*pro tem*) : W. T. Stone. R.O. : Wheatcroft, Batley, Yorks.

JAY BROS., LTD. (P.C.)—Capital, £4,000. Objects : To adopt an agreement between W. Boome of the one part, and L. C. Jay, S. L. Jay, and F. B. Jay of the other part, and to carry on the business of mineral-water manufacturers as formerly carried on by the late W. G. Jay at Weston-super-Mare, Somerset, as Jay Bros. The first directors are : L. C. Jay (managing director), S. L. Jay, F. B. Jay, and W. Boome. Secretary : S. L. Jay. R.O. : Niagara Works, Jubilee Road, Weston-super-Mare.

HINDLEY CHEMICAL CO., LTD. (P.C.)—Capital, £1,000. Objects : To carry on the business of manufacturers of and dealers in chemicals, preservatives, artificial and other manures, fertilisers, tallow, size, paper, salts, acids, alkalis, oils, fats, grease, glue, gelatin, drugs, food and fattening preparations, etc. The subscribers (each with one share) are : E. Hindley, jun., The Poplars, Barnton, Northwich, chemist; S. Hindley, "Lynton," Regents Road, St. Helens, merchant. R.O. : 88 Runcorn Road, Barnton.

COMPANIES WHICH MAY BE DISSOLVED.—Notice is given in a recent issue of "The London Gazette" that at the expiration of three months from August 25 the names of the following companies will, unless cause is shown to the contrary, be struck off the Register :—British Resorcin Manufacturing Co., Ltd.; E. T. Pearson & Co. (Mitcham), Ltd.; General Catalytic Process, Ltd.; Glassware & Chemicals, Ltd.; H. B. B. Corrugated Packing Co., Ltd.; Health Diet, Ltd.; Herbert's (Chemists), Ltd.; Institute

of Medical Electricity, Ltd.; Institute of Truss and General Surgical Mechanicians, Ltd.; Pharmaceuticals, Ltd.; Photographic Service Co., Ltd.

W. J. BUSH & CO., LTD.—The annual meeting was held at the Abercorn Rooms, Great Eastern Hotel, Bishopsgate, E.C., on August 24, Mr. J. M. Bush (chairman and managing director) presiding. In his address to the shareholders the chairman said : "At our last annual meeting I referred to the depression in trade from which the country was suffering and to the loss that the company had sustained through depreciation in the value of stocks. I said, further, that those adverse conditions unfortunately still prevailed. While the decline in values continued buyers naturally held off the market, with the result that our turnover fell and became disproportionate to the cost of our organisation. There was no alternative but to reduce expenses, a difficult and unpleasant task and one that takes time to effect. Whose services were to be dispensed with? At what point in the interests of commercial self-preservation is one justified in putting out of employment those who have given faithful and loyal service in times of prosperity? Is it wise when trade depression occurs, the duration of which no one can foresee, to disperse men whom it has taken a long time and considerable expense to train? These are very difficult problems to solve, and in exercising its judgment the board has possibly erred in the direction of holding the staff together and retaining the services of men for whom there has been insufficient work. We are postponing action in many cases in order to see what effect the Safeguarding of Industries Act will have upon our industry. This Act has not been in operation long enough for us to form any decided opinion as to whether it will successfully achieve its purpose—namely, to establish on a firm basis in this country a well-developed fine-chemical industry. If not actually born during the war period, this industry had to be greatly expanded during that time in the interests of national defence. The beneficial operation of this Act has been greatly hindered by the abnormalities of foreign exchanges, the fall in the German mark having led to prices being quoted from Germany with which, notwithstanding the import duty, it is impossible to compete. But, apart from this, the confidence of manufacturers has received a rude shock by some surprising decisions which have been given in cases where the correctness of the inclusion of certain chemicals in the list prepared under the Act has been challenged. According to these decisions, manufacturers of fine chemicals and chemical merchants find to their astonishment that for many years their customary classification of some of their products in their price lists has been incorrect, while the same applies to the market reports of trade journals. The consequence is that much bewilderment prevails, and the fine-chemical manufacturer is left in doubt whether if he expands his manufacturing operations he will be safeguarded under the Act. Still, in certain directions, the benefit of this Act has been distinctly felt, and it has undoubtedly enabled us to keep men at work and parts of our factories moderately busy. . . . Since the revaluation of our stocks at prices which appear to be fairly well stabilised, there are indications that the company is again on a profit-earning basis. Our bank loan has been reduced by £25,000 since the beginning of the year, notwithstanding an increase in our turnover. If our claims to a refund of excess profits duty and to a re-assessment for income-tax receive the treatment to which we consider they are entitled, the greater part of the amount carried forward to the debit of the profit and loss account will be wiped out. We hope, therefore, that it will not be long before we can resume paying dividends on our ordinary shares. The conditions prevailing in the United States during the past year were practically identical with those in England, and our American company also experienced a loss. The deficit was, however, within the limits of the surplus carried forward. Our Canadian company made a small profit. In both Canada and America our trade has improved during the current year." The adoption of the report was seconded by Sir George Hayter Chubb, Bt., and carried unanimously. Sir George Hayter Chubb, Bt., was re-elected a director of the company.

## Pharmacy in British Guiana

FE years ago the idea of trying my luck abroad struck

In the *C. & D. Supplement* I found vacancies in  
an, India and British Guiana. I applied for all  
ee, and eventually, although the salary in British  
iana was rather small, I chose it. I think the deciding  
tor was the element of the unknown about the place.  
e trip out was one of great interest. Our first call  
s Madeira, where we stayed for nearly a day while  
hipment of onions was put on board; this gave all  
> passengers time to make a rough survey of this  
ightful Portuguese island. From there we had a good  
n to Barbados; we next touched Grenada and Trinidad,  
d finally landed at Georgetown after twenty-four days.  
British Guiana, the only British possession in South  
merica, adjoins Venezuela, Brazil and Dutch Guiana.  
e colony is divided into three counties, Demerara,  
erbice and Essequibo, through each of which runs a  
ge river of the same name. Demerara, the chief  
inty, is usually associated in this country with  
merara sugar, the manufacture of which has fallen  
very much in recent years, there being to-day only  
few estates which produce it. Georgetown, situated  
the mouth of the Demerara river, has a population of  
out 60,000, and is the seat of the Government. The  
wn was originally laid out by the Dutch when they  
ld this territory, and its streets are arranged on the  
ight-angle pattern. It possesses a telephone service  
at in several respects beats the one at home. On the  
a wall there is an excellent promenade, where one  
n generally rely on getting a nice breeze; there is  
so, once a week, a good musical programme, given  
a band composed of men from jet black to white.  
e Botanical Gardens, also with bandstand and weekly  
rformance, are the finest in that part of the world: a  
variety of tropical plants cannot but impress the  
h arrival. New Amsterdam, sixty-eight miles away

Berbice, with a population of 12,000, is the only  
her town in the country: there is a daily train service  
between the two towns. The population is  
ade up of East Indians, "Blacks," originally  
Africans and chiefly descendants of the  
d slave days, Portuguese, Chinese, Creoles, and  
east in numbers) Europeans. In the still unopened  
terior there are scattered bands of the aboriginal  
ians, Caribbean, Arawak and Macussi tribes. Coinage  
ere seems strange to the new man. To the ordinary  
ustomer one quotes in dollars and cents, while to the  
ast Indian the word "Bitt" (meaning 4d.) is used,  
fourpenny piece being employed in West Indian and  
G. coinage. Occasionally, though it is dying out,  
he hears the term "Guilder" used: this is a relic  
f the Dutch possession of the country, and is taken  
s 1s. 4d. in English money. English notes, silver and  
upper are used; the banks issue various dollar notes,  
nd Government notes are issued at one and two dollars.  
One is not many hours behind the counter in this  
country before one must realise that in many things  
n entirely fresh start has to be made. Prices are  
ifferent, customers of all colours, and language, while  
ostly English, has a brogue one has difficulty in under-  
standing. The shop is called a store, or very often,  
n the case of our trade, is spoken of as a doctor's  
hop. The old-time chemist here was also the doctor,  
nd even to-day the amount of prescribing is greater  
nd more varied than one meets in the home chemist's  
usiness. I need hardly add that the chemist in British  
Guiana owes much to his success as a prescriber. An  
ssistant is spoken of as a clerk, the manager or pro-  
prietor is variously addressed according to the customer,  
nd, if a successful man, is usually treated with more  
espect than in the home country. The hours of business  
vere very different from the ones in England, though our  
ctual number of hours was nearly the same. Business  
ommenced at 6.30 a.m., and it did really commence,  
or no sooner were the doors opened than the customers  
ame in; this went on until 4 p.m. every day except  
aturday, when we closed at 1 p.m. These hours were  
egulated by Government, and were strictly enforced.  
The business of which I was manager was run on up-  
date store lines: we had a well-fitted pharmacy that

compares more than favourably with most I have seen  
in Great Britain, with wholesale, retail and dispensing  
departments. We kept three dispensers going at it hard  
all day, two qualified and one unqualified: these were  
local men, East Indians or blacks who had been trained  
in the colony and had taken the examinations of the  
British Guiana Pharmacy Board. Our daily average  
number of prescriptions was in the vicinity of 100, and  
usually entailed much more work than the ones met with  
here: capsule-filling, for things like quinine, aspirin and  
calomel, in a great measure replaced cachet-making.  
Very few of the prescriptions of our medicos contained  
just a mixture only. A typical scrip was as follows:

|                                   |               |     |         |
|-----------------------------------|---------------|-----|---------|
| Hyd. subchlor.                    | ...           | ... | gr. v.  |
| P. jalap co.                      | ...           | ... | gr. x.  |
| In caps. Seidlitz or sodii sulph. | 4 hrs. after. |     |         |
| Quin. sulph.                      | ...           | ... | gr. v.  |
| Phenacetin.                       | ...           | ... | gr. iv. |
| Caffein. cit.                     | ...           | ... | gr. i.  |
| Ft. caps. Mitte xii. i. om. 4 h.  |               |     |         |

Though we closed at 4 o'clock, it was very necessary to  
have a man on duty in the dispensary, and we had four  
senior men taking night duty in rotation; each one was  
assisted until eight o'clock by a junior, who helped and  
at the same time learned what he had no time to  
learn during ordinary business hours. Prices for dis-  
pensing compared more than favourably with those at  
home.

Though most drug-stores handle many lines other  
than the usual stock (groceries, tobacco, chocolates, etc.),  
a few of the better-class places are run as good  
pharmacies only. The stocks held by the larger  
drug-stores are very varied, and on a much larger scale  
than one meets in Great Britain. This is, of course,  
quite natural when one considers the time it takes to  
get supplies. Most of the well-known British patents  
are in request, and it is surprising how quickly any new  
well-advertised medicine is called for. American and  
Canadian patents have very big sales, and a far larger  
variety is stocked than is the case in England; in fact,  
many sold in British Guiana are never heard of here at  
home. American and Canadian firms in the drug-trade  
are well and regularly represented all through this part  
of the world, but the same cannot be said of many  
home firms.

The poison-schedule in force is far more extensive than  
in Great Britain, but loses much of its usefulness by  
its slack administration. An item in Part I., and asked  
for daily, is corrosive sublimate. Sales of opium and  
cocaine are carefully controlled by the Government: all  
importations are retained in bond until the chemist  
obtains a permit to pay duty from the Surgeon-General,  
who regulates the supply according to the chemist's  
needs. Keen competition prevails between the leading  
drug-stores; prices, as a result, are seldom much higher  
than in England, and often lower. The climate, while  
hot, is delightfully toned down by the trade winds which  
prevail for nine or ten months of the year; and, while  
malaria is fairly prevalent, it need hold no terrors for  
the careful man. One has more facilities for recreation  
than at home; the one drawback from an outdoor point  
of view is that darkness sets in quickly about 6.30 p.m.  
As regards work and experience in British Guiana for  
the chemist from home, I consider it of great value to  
a man. One works harder under more trying conditions,  
one must become more versatile, and the general com-  
mercial training is far more thorough.—W. A. (26/7).

THE dear old lady in the Tube, a London evening paper  
records, said she had so enjoyed the "Four Horsemen  
of the Eucalyptus."

THE latest Medical Benefit Amendment Regulations,  
issued by the Ministry of Health under the National  
Health Insurance Act, provide that as from September 1  
a doctor who lives away from his surgery is required to  
provide a resident caretaker or a telephone in order to  
secure prompt treatment for insured persons in emer-  
gencies that may arise.

## B.P. Notes

By "Abel Scholar"

### Keeping Syrupus Rhæados

Syrupus rhæados and other syrups containing alcohol should not be kept in wooden casks. The wood absorbs the alcohol from the syrup, and a loss appears in the assay process. In view of the existence of public analysts our brethren, wholesale and retail, should take note.

### The Senna Monograph

Usually the *materia medica* monographs of the 1914 B.P. are well done, but in some places curious omissions are to be found, for example, in the senna monograph both taste and odour are omitted. In almost all other drugs for internal use these characters are alluded to, even in the case of senna pods. In the previous *Pharmacopeia* the taste was described as unpleasant.

### The Test for Hypophosphites

There are many official substances for which no tests are given—notably, hypophosphites, lactates, and lithium salts. Under "Sodii Hypophosphis" is the following: "Its solution yields, with a warm aqueous solution of copper sulphate, a red precipitate of cuprous hydride which, on boiling, evolves hydrogen"—a well-recognised test for this radical, but no mention is made of this test under the monograph for the salt of calcium. Perhaps this is because it does not respond to it as readily as one wishes. It certainly gives a precipitate which is one of calcium sulphate. In Professor Atfield's manual (which is not so well known to "moderns" as it should be) it is stated that with this salt the Ca radical is to be removed by oxalic acid, and after filtration of the calcium oxalate, the resulting free acid gives the test clearly. All this uncertainty can be obviated by the addition to the warm cupric-sulphate solution of a few drops of B.P. diluted sulphuric acid, when the test responds at once. It would be an advantage to add to the official test solution of copper sulphate a little dilute sulphuric acid, as is done (see B.P. Appendix, p. 479) in the preparation of No. 1 solution of Fehling's solution, and then the uncertainty disappears and gives place to an almost immediate effect. The order of mixing may also have something to do with the speed of the reaction.

### Oleum Lini

The test for resin and resin oils of the B.P. for the above tells us only what it should not do. A green colour is produced with the oil *per se*, and a violet one if the suspects are present. The preparation of the acid reagent is troublesome, both the water and the acid having to be weighed. Equal volumes of the two would act quite as well, and the time is shortened. The following is perhaps a better test than the one prescribed:

If in a dry test-tube, fitted with a new cork, be put 2 c.c. of carbon disulphide, 2 c.c. of acetic anhydride, and 2 c.c. of the oil, there will be three layers of liquid, each layer well defined. Now shake well, and a turbid saffron-coloured mixture results. Add one drop of concentrated sulphuric acid or two drops of parts aquæs by volume of acid and water, when an emerald-green colour, quite transparent, is obtained if free from resin and its products, but if these be present then the violet appears. If the resin is present in small quantities the colour is more purple than violet. It is an astonishing resistance that carbon disulphide has to strong reagents such as acetic anhydride, bromine, iodine, and even fuming nitric acid, all of which play a most important part in the testing of such things as linseed oil and other fixed oils. The colour is best seen when pouring the liquid slowly from one test-tube to another, and the violet colour is not obscured by further dilution with the CS<sub>2</sub>. The mixture, when poured into cold water, forms a dirty white emulsion, and, if strong sulphuric acid be cautiously poured down the side of the tube, the violet colour reappears when the acid and the emulsion meet.

### Points on Glycerin

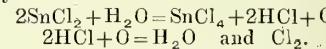
There is not much consistency in the official method of dealing with glycerin. Sometimes it is measured and sometimes weighed. The former method is adopted in preparing glycerin, tragacanth, but when similar ingre-

dients are used in making pil. quinin, the glycerin is weighed. In the official glycerina all the formulas have this ingredient stated in fluid measure, except glycerin. acid. boric. To weigh the final product of all these preparations would add to uniformity of strength. The glycerin is weighed in suppositoria glycerini, the four lamellæ, and mel boracis.

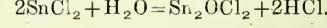
It is not satisfactory to have glycerin in a tincture at all (from an analytical and other points of view), but to have to measure it (as is done in the six tinctures containing it) adds considerably to the time taken in making. In the only ointment in which it appears, ung. iodi, the glycerin is weighed. In the syrups it is measured, and used only in syrup. pruni virg. In lotio hydrarg. nig. it is measured, as well as in the following: Liq. ethyl nitritis, lin. potass. iodid. c. sapone, extract. gossypii rad. cort. liq., extract. cinchonæ liq., conf. sulphur, and the assay process under cera flava. But in the lead test in glycerin it is weighed. When solubilities of substances in glycerin are referred to as in the case of chloral formamide, one would like to know definitely whether the glycerin should be weighed or measured.

### Stannous Chloride Test for Arsenic

Although stannous chloride has no place in the B.P., a solution is official as a test reagent. That, for many purposes, is not strong enough, but it finds a use in the complicated processes official for detecting arsenic in chemicals. Stannous chloride is much used in the ordinary chemical laboratory, and is generally free from more than traces of arsenic. It does not keep if exposed to moisture and CO<sub>2</sub>, and even in a stoppered bottle suffers change, especially in a warm place. The following probably occurs:



Probably oxy or basic stannous chloride is produced thus:



The acid may escape into the atmosphere. The salt keeps better in a stone jar well corked. It is an excellent test for arsenic even in minute traces if it is given time to work, easily reducing arsenic compounds to arsenious, and finally to arsenum itself, which has a colour. It is available for this purpose in almost all cases except when mercury salts are present. Even then by a simple elimination process arsenic can be detected, as, for example, when present as mercury arsenates. This test, known to chemists as the "Bettendorp," is useful for determining the purity of medicinal sorts, for in certain circumstances the presence of minute traces of arsenic in medicines is beneficial and acts as a tonic. The late Mr. G. F. Schacht used to hold that the more one purified, say, bismuth salts the less effective they appear to be.

## Practical Notes and Formulas

### NON-ALCOHOLIC VANILLA.

|          |     |     |     |     |     |          |
|----------|-----|-----|-----|-----|-----|----------|
| Vanillin | ... | ... | ... | ... | ... | 3.2 gm.  |
| Coumarin | ... | ... | ... | ... | ... | 0.19 gm. |
| Glycerin | ... | ... | ... | ... | ... | 180 mil. |
| Syrup    | ... | ... | ... | ... | ... | 180 mil. |
| Water    | ... | ... | ... | ... | ... | 120 mil. |
| Ether    | ... | ... | ... | ... | ... | 120 mil. |
| Colour   | ... | ... | ... | ... | ... | q.s.     |

Dissolve the vanillin and coumarin in the ether, and add to the rest of ingredients. Beat until the ether is volatilised, then add the colour. ("American Druggist.")

### ALCOHOL (5%) LIQUID SOAP.

|                                 |     |     |     |     |     |            |
|---------------------------------|-----|-----|-----|-----|-----|------------|
| Coconut oil                     | ... | ... | ... | ... | ... | 300 gm.    |
| Cottonseed oil                  | ... | ... | ... | ... | ... | 200 gm.    |
| Stearic acid                    | ... | ... | ... | ... | ... | 100 gm.    |
| Caustic soda, 90%               | ... | ... | ... | ... | ... | 12 gm.     |
| Caustic potash, 85%             | ... | ... | ... | ... | ... | 132 gm.    |
| Alcohol                         | ... | ... | ... | ... | ... | 125 c.c.   |
| Potassium carbonate             | ... | ... | ... | ... | ... | 40 gm.     |
| Distilled water, enough to make | ... | ... | ... | ... | ... | 2,500 c.c. |
| Talc                            | ... | ... | ... | ... | ... | 15 gm.     |

Misc. sec. artem. Allow to stand for three days, or more, before filtering. ("Bulletin of Pharmacy.")

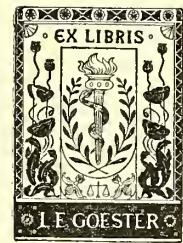
## Pharmaceutical Book Plates

URING the conference held recently in Maastricht by the Dutch Pharmaceutical Society, Dr. J. J. Hofman gave a *userie* on pharmaceutical book-plates, of which he has a rather extensive collection. The most ancient book-plates are those of Hans Knaupenberg (1450) and of Hildebrand Sandenburg (1470). In the sixteenth century their use became more general in France, Germany, the Netherlands and elsewhere, and at present distinguished artists—for instance, Baugé, Jan Feith, Albert Hahn, van Hoytema, van Konynenburg and Molkenboer—make sketches for *ex-libris*. In England, France, Germany and America there are associations of book-plate collectors, and there is also an international society of the kind. Further reference to the subject of book-plates in general will be found in THE CHEMIST AND DRUGGIST, II., 1921, p. 884.

Dr. Hofman has collected about a hundred book-plates from pharmacists and fifty others. Only ten of them are



*Ex libris neque novum nec cunctum  
Exclusus sibi sit bibliophilus scribent.*



mentioned in Henry Andre's "Les ex-libris de médecins et de pharmaciens," in which ninety-one pharmaceutical ex-libris are given. Dr. Hofman has made seven groups of his book-plates :

- (1) Book-plates on which the name or the initials of the owner are prominent;
- (2) Book-plates on which the coat of arms of the pharmacist is the principal feature;
- (3) Book-plates with symbolical figures, derived from science;
- (4) Book-plates with pharmaceutical apparatus;
- (5) Book-plates with botanical or zoological figures;
- (6) Book-plates with representations of the pharmacy or the laboratory of the owner;
- (7) Book-plates with humorous or romantic images.

Those reproduced here include specimens from the late Dr. M. Greshoff (director of the Colonial Museum in Haarlem), Dr. Hausmann (St. Gall), Professor Dr. L. E. Goester (Leiden University), the Pharmaceutical Insti-

tute of the University of Bern, Professor Dr. C. Hartwich (Zürich), Professor P. van der Wielen (Amsterdam), Dr. A. W. van der Haar (Utrecht), the pharmaceutical laboratory of the University of Amsterdam, Professor Dr. A. Tschirch (Bern), Oscar van Schoor (Antwerp), A.



EX-LIBRIS



OSCAR  
SCHOOL



Mariani (Paris) and the Societas Pharmaceutica Helvetica. Dr. Hofman (Schenkweg 24, The Hague) would be very glad to receive copies of book-plates from English colleagues; as several friends have put extra copies of theirs at his disposal, he can offer some of these in exchange.

## Dental Exhibition

THE International Dental Exhibition, organised by the Incorporated Dental Society, is being held from August 28 to September 1 at the Imperial Institute, London, S.W. Apart from the exhibits, demonstrations and lectures are being given each morning and afternoon. Among the exhibitors of interest to C. & D. readers are PARKE, DAVIS & Co., who have a display embracing their lines associated with dentistry, special attention being drawn to adrenalin gauze tape, Parcaine and germicidal soap. There is a good selection of dentifrices exhibited by, among others, THOMAS CHRISTY & Co. (Forhans and Glycothymoline); THE PEPSODENT Co., LTD.; KOLYNOS, INC.; D. & W. GIBBS, LTD.; and THE CROWN PERFUMERY Co. The last-named are concentrating on Corodenta, a powder claimed to be particularly efficient for artificial dentures. The number of preparations for producing local anaesthesia is second only to that of tooth-pastes, and in this connection Mr. W. R. BLACK is showing Nopaine and Isocaine (non-toxic); THE GLASGOW DENTAL DEPOT, LTD., Anodoon; and W. POWELL & Co. Murocaine and Amidocain. Nourishing foods particularly suitable for patients after extractions are represented by HORLICK'S MALTLED MILK Co. and VIROL, LTD., while THE CHAS. H. PHILLIPS CHEMICAL Co. call attention to the tonic properties of Phospho-muriate of quinine and the advantages of their Milk of Magnesia as an antacid. A comprehensive exhibit is that of CLAUDIOUS ASH, SONS & Co., LTD., and another stand where everything the dentist requires is on view is that of THE BIRMINGHAM DENTAL AND MANUFACTURING SUPPLY Co., LTD. ROUSE & Co., in addition to tooth-brushes and dental instruments, are showing wireless receiving sets (crystal) one type of which is so arranged that one or more valve amplifiers can easily be connected when desired. Good selections of books relating to dentistry were to be seen at the stands of BAILLIÈRE, TINDALL & COX and MR. HENRY KIMPTON.

"DEARER HEALTH."—The "Daily Express" of August 11, in the course of an article entitled "Drug Rules Muddle," comments as follows on the Dangerous Drugs Act: ". . . Chemists, it is suggested, should be given more rights to deal with people they know, and the signing of the poison-book by the customer should be sufficient protection for them. In these days of heavy taxation people will not pay doctors' fees for small matters."

## Honey in Infant Feeding

IN an interesting paper read before the Bronx County Medical Society, Paul Luttinger, M.D. ("N.Y. Medical Journal"), said that the tendency of the urban population to substitute sugar, which is more easily obtainable and slightly cheaper than honey, as well as the extensive adulteration of this product, are the sole reasons for the neglect of such a wholesome natural food, which is one of the most widely distributed and has been used as such and as a medicine from time immemorial. While the substitution of cane or beet sugar in the dietary of the adult is of secondary importance, it may become a distinct menace to the health of an infant who may have no other source of mineral salts and vitamins. The chemical composition of honey varies exceedingly. The thirty-two honeys examined within the last five years showed the following average composition :

|   | Per cent. |   | Per cent. |
|---|-----------|---|-----------|
| Lævulose  | 39.10     | Dextrin   | 0.45      |
| Dextrose  | 34.00     | Sucrose   | 0.40      |
| Water   | 17.20     | Malic acid  | 0.30      |
| Proteins  | 1.80      | Acetic acid   | 0.20      |
| Formic acid   | 1.10      | Undetermined  | 3.80      |
| Wax   | .90       | (Resins, gums, colouring matter, volatile oils, vitamins, etc.) |           |
| Mineral salts (Phosphoric acid, calcium, iron, magnesium, traces of iodine, etc.) | .75       |   |           |

The average specific gravity was 1.46 at 15° C., the water content varying as much as 12 per cent. to 33 per cent. One tablespoonful of honey weighs a trifle over an ounce and yields about a hundred calories, corresponding to about five-sixths of an ounce of cane sugar, which yields about 1,520 calories to the pound. Honey is much superior to sugar in many respects. Thus sugar is 100 per cent. sucrose, a disaccharide which is not absorbed directly, but has to be inverted by the gastro-intestinal secretions into dextrose and lævulose before it can enter the blood. In honey the inversion takes place in the crop of the bee, where the ferments of the head and thorax glands begin the predigestion of the nectar which is finished in the hive. The largest part of the honey sugar is fructose (lævulose), a laevorotatory monosaccharide which does not produce acidosis. Its rapid absorption prevents it from undergoing alcoholic fermentation, and infants fed on honey rarely show signs of flatulence. Another advantage of honey over sugar is its protein content, mainly derived from the pollen of plants. The mineral salts, though only present in small amounts, are of the utmost importance to infants. The organic acids, which in some specimens reach as high as 2 per cent., act as mild stimulants to the digestion, and children fed on pure honey can easily dispense with orange juice. The undetermined substances probably tend to increase peristalsis. From a study of 419 cases in which honey was used it was observed that fresh honey has a decidedly laxative action, which it loses upon boiling; fresh honey also seems to have a pronounced soothing effect upon infants. The author in his experiments found the fat soluble vitamin A and water soluble vitamin B, also the antiscorbutic water soluble vitamin C in 82 per cent. of the honeys he examined. He pointed out the importance when using honey that it should be pure; there are still a number of honeys on the market mixed with starch, glucose, gelatin, mucilage, chalk, water, and other substances. Honey should be stored in dry, cool places, owing to its hygroscopic nature.

THE Commercial Travellers' Benevolent Institution has received a further donation of £26 5s. from its President, Mr. Stanley Machin, in connection with the 1922 appeal.

A CASE FOR CONGRATULATION.—A veteran pharmacist in South-Eastern England (19/8) writes: " 'Who says too old at seventy-five?' When supplying a young lady with camphorated oil I forgot to charge for a powder previously supplied, as she had put it in her handbag. Later she said to my assistant, 'The young man didn't charge me for the powder I had.' "

## Birth

BOOTH.—At 15 Stoneby Drive, Wallasey, on August 20, the wife of Parkin S. Booth (The Association of Manufacturing Chemists, Ltd.), of a son.

## MARRIAGES

HALL—NEED.—At Holy Trinity Church, Malvern, on August 25, Douglas Victor Hall, youngest son of Mr. J. Hall, to May Lilian, second daughter of Mr. J. Need, chemist and druggist, Lygon Pharmacy.

JONES—WILLIAMS.—At St. Paul's Wesleyan Church, Aberystwyth, recently, Evan Ellis Jones, chemist and druggist, Bootle, to Sallie Williams, Liverpool.

KEATING—LEGEAR.—At the Cathedral, Ballaghaderreen, on August 16, by the Rev. Father Spellman, Michael Joseph Keating, L.P.S.I., Ballaghaderreen, to Annie, elder daughter of Mr. Michael Legear, Fanningstown.

KERBY—FLACH.—At the Church of Our Lady of Good Counsel, Bouvierie Road, London, N., on August 16, by the Rev. J. Delaney, assisted by the Rev. G. Bishop and the Rev. J. Newmann, William Moseley Kerby, Ph.D., M.A. (Lond.), M.A. (Cantab.), D.ès-L. (Rennes), to Theresa Dorothy Flach, B.A. (Lond.), daughter of the late Mr. Jos. Flach, drug merchant, 64 Mark Lane, E.C.3.

MURFIN—HAGUE.—At St. Catherine's Wesleyan Church, Lincoln, on August 23, Frederick B. Murfin, son of Mr. Edwin Murfin, Cliff Hill, to Gertrude Louise Hague, daughter of Mr. John Hague, chemist and druggist, High Street.

SALTER—NAYLER.—At St. Mary's Church, Cottingham, E. Yorks., on August 21, by the Rev. H. Norman Lowndes, M.A., rector, Leonard Jeffries Salter, Sunderland (representing Allen & Hanburys, Ltd.), to Elsie Gertrude, eldest daughter of Mr. Charles E. Nayler, Cottingham.

## Silver Wedding

GANE—JUDGE.—At St. Michael's Church, Folkestone, on September 6, 1897, Charles Hillman Gane (now managing director of Hillman Gane & Co., Ltd., druggists, Hammersmith, London, W.), eldest son of the late Alderman Charles Gane, Wisbech, and nephew of the late Mr. Lawrence Gane, Q.C., M.P., to Minnie Celine, daughter of the late Mr. James B. Judge, Folkestone. Present address: "Instow," Belmont Road, Uxbridge, Middlesex.

## Deaths

BARTON.—Recently, the mother of Mr. Harold Barton, chemist and druggist, 111, Lord Street, Southport.

CARR.—At 250, Western Road, Sheffield, on August 27, Mary, the beloved wife of Mr. George Carr, chemist and druggist and dentist.

COCKROFT.—On July 25, suddenly, Mr. Milfred Clement Cockroft, chemist and druggist, proprietor of Sharp & Co., Marion House, Brighouse. Mr. Cockroft qualified in 1910.

CROMPTON.—At a nursing home in Manchester, on August 16, Mr. William Crompton, wholesale and retail chemist, Bolton Street, Bury, aged sixty.

MARGERISON.—On August 24, Mr. Caleb Margerison, a member of the firm of Joshua Margerison & Co., soap manufacturers, Leighton Street, Preston, aged sixty-one.

STEWART.—At Baycliffe, 101, Joppa Road, Portobello, on August 25, after a brief illness, Mr. James Stewart, Ph.C., late of Dalkeith and Lasswade, aged 84 years. Mr. Stewart passed the Major examination in 1866.

STONE.—At 3 Homefield Place, Heavitree, on August 23, Mr. Ernest Frederick Stone, chemist and druggist (Stone & Son, Ltd., chemists, 166 Fore Street, Exeter). Mr. Stone, who qualified in 1892, served during the war in Serbia and Mesopotamia.

**WALKER.**—On August 25, Mr. George Walter Walker, D.S., 82 Stranmillis Road, Belfast. Mr. Walker, who passed the Registered Druggist examination in 1901, as with Mr. S. Gibson, King Street, before opening at Stranmillis Road. In his youth Mr. Walker was a keen athlete, and had a good record in football and racing. He leaves a widow, who qualified as a registered druggist in 1917. The funeral took place on August 28 at Banbridge, of which town he was a native, and was attended by a large number of relatives and friends in the drug-trade.

## Personalities

**SURGEON-GENERAL SLAUGHTER** has been elected Master of the Society of Apothecaries of London.

THE offer of Sir Jesse Boot, Bt., to erect a number of houses in Jersey (*C. & D.*, August 19, p. 283), has been accepted by the Legislative Assembly.

MR. A. E. BOLSHAW, chemist and druggist, Hastings, has been elected a member of the committee of the Hastings and St. Leonards Trade Protection Society.

MR. D. ROGER ROWLANDS, chemist and druggist, has been appointed a magistrate for the borough of Birkenhead. Mr. Rowland held the office of Mayor in 1918-19.

WE had a call the other day from Mr. Stanley W. Hill, well-known Cape pharmacist, who is visiting this country for a brief holiday. Mr. Hill's present address is 27, Clifton Wood Road, Bristol.

THE Portsmouth Pharmacists' Association was represented at the funeral of the late Mr. H. H. Bailey, who died on August 21 (*C. & D.*, August 26, p. 311), by Mr. A. B. Sparrow (President) and Mr. W. H. Bown.

THE two elder sons of Mr. T. W. Cleave, chemist and druggist (Butcher, Curnow & Co., Ltd., chemists, Blackheath, London, S.E.), were among the successful candidates at the recent Matriculation Examination at London University.

MR. HOLDSWORTH (Holdsworth, Travis & Co., chemists, Elizabethville and Likasi, Belgian Congo) is now in England, and can be seen by appointment at the offices of S. H. Travis & Co., manufacturing chemists, 33, 35 and 35a, King's Road, London, N.W.1.

MASTER HAROLD R. COX, younger son of Mr. Arthur H. Cox (chairman of Arthur H. Cox & Co., Ltd., Brighton), won on August 24 the 100-yards open amateur junior swimming championship for Sussex in 77 1/5 seconds, establishing a record for the competition. He also holds the Brighton junior championship.

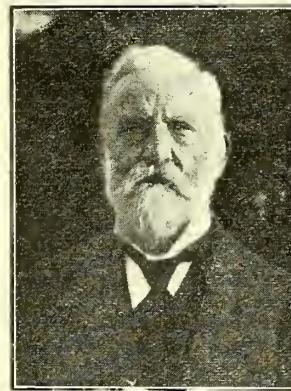
MR. JAMES HAYLES, retired chemist and druggist, Ealing, London, W., recently celebrated his ninetieth birthday. Mr. Hayles, who was in business in Ealing Broadway until 1891, enjoys fairly good health, and is keenly interested in current affairs. He has been a resident of Ealing since he was six weeks old, and saw the first Great Western Railway train that passed through the borough—then a village.

MR. E. C. HORTON, representative of Butler & Crispe, druggists' sundriesmen, London, E.C., was the winner of a walking competition—distance, fifty-six miles—on August 26. The route was from Nottingham to Birmingham, and the time taken was 9 hours 32 mins. 25.6 secs. Mr. Horton, who asks us to express his thanks to the many chemists who cheered him on the way, finished, remarkably fresh, about half an hour in advance of the next competitor.

DR. F. J. WALDO, coroner of the City of London and of Southwark, has recently completed twenty-one years' service in that capacity. Dr. Waldo, who was formerly medical officer of health for Southwark, was the first M.O.H. appointed to the Inner and Middle Temples. As a coroner, he has held several inquests concerning important cases of poisoning, including the Chapman (Kłosowski) case. As a medical man, he has given special attention to the safe administration of anaesthetics—his book, "Death Under Anaesthetics," is well known—and to the purity of

substances used in operations. Dr. Waldo has been military lecturer to the Royal College of Physicians, special lecturer on medical jurisprudence to the Council of Legal Education, and tutor in public health to St. Bartholomew's Medical School. He is a barrister-at-law of the Middle Temple, as well as a doctor of medicine of the University of Cambridge, at which he graduated also in chemistry and physics. He subsequently worked in the research laboratories of Pasteur, Koch, and Pelenkofer. Dr. Waldo is the only coroner who has power to inquire into the cause, circumstances, and prevention of fires, and to commit for trial for arson or incendiarism.

MR. W. WYNN WESTCOTT, M.B., has arrived in England from South Africa. It may be remembered that Dr. Wynn Westcott has figured prominently in medicine and pharmacy for many years past in two capacities—first, as coroner for North-East London for a long period, and secondly as the universally known co-adjutor in Martindale's "Extra Pharmacopœia" from its inception to the latest edition. Shortly after the Armistice, Dr. Wynn Westcott left England for Natal, where he made a considerable stay: we learn that after transacting private business in this country he is to return to East Africa for good unless, of course, the claims of the home country prove too insistent.



DR. W. WYNN WESTCOTT

## Wills

MR. HORACE CHARLES DADSON, 114, Brigstock Road, Thornton Heath, formerly of 725, Romford Road, E., chemist and druggist, who died on June 2, left property of the gross value of £5,552 18s. 2d., of which £5,522 13s. 4d. is net personally.

MR. FREDERICK JOHN PARKER, Beckside, Standish, Lancs., chemist, who died on April 16, has left £15,171 14s. 3d., with net personally £9,045 8s. 9d. The testator gives £200 to Mr. T. J. Phillipson, the household furniture to his sister Mary Elizabeth, £2,000 to his housekeeper, Ann Thwaites, and the residue to his sister for life, and then between Dr. Barnardo's Homes, The Pharmaceutical Society's Benevolent Fund, and St. Dunstan's Institution for the Blind.

ACCORDING to a recent magisterial decision, chocolate and other sweetmeats and table waters may be sold in London on Sundays until 9.30 p.m.

GERMAN IMITATIONS BEING SOLD IN SPAIN.—A Barcelona correspondent of the Canadian "Commercial Intelligence Journal" reports that German imitations of both British and American goods are sold extensively in Spain as the genuine article. A well-known safety-razor is being hawked from door to door at 2 pesetas. Yet the brand is on it, and also what purports to be the country of origin. Tooth-pastes, soaps, and other well-known proprietary articles, supposedly genuine, are, for the most part, German copies or counterfeits.

SAMPLES BY PARCELS POST IN SOUTH AFRICA.—Difficulties have arisen in South Africa in connection with the delivery of samples distributed through the post for advertising purposes by United Kingdom manufacturers. So long as the samples are small and can be considered by the South African Post Office authorities as of "no commercial value," no objection is raised to their importation free of Customs duty, but recently samples are being sent which cannot be brought within the Post Office rule, and duty is, therefore, charged.

## Trade Notes

**THE LACTABELL.**—Sterilisers at one time formed a regular line of a chemist's stock, but have of late years receded into the background. The Lactabell (Automatic Brakes, Ltd., Hazlitt House, Southampton Buildings, London, W.C.2), an alarm which, hooked on a saucepan of milk, rings when the liquid is sterilised, should meet the requirements of chemists' customers in this respect.

**DANTO-ROGEAT & CIE.**—We have received a copy of the illustrated catalogue of Danto-Rogeat et Cie, a sumptuous 32-page publication containing specifications of the company's autoclaves, reaction kettles, stills, and enamelled ware of various kinds. Mr. H. Sloog, 45, Great Marlborough Street, London, W. 1, is the sole representative of Messrs. Danto-Rogeat in this country.

**EVANS' PASTILLES.**—Evans Sons Lescher & Webb, Ltd., announce that they are repeating last year's bonus and discount on orders for 12 doz. tins of Evans' Antiseptic Throat Pastilles, which may be taken in two deliveries if required. The company is also offering a bonus on orders for 6 doz. The display material to be supplied in connection with the window-show is believed to be unique.

**DISPENSING BOTTLES.**—We have recently received a folder dealing with the bottles manufactured by the United Glass Bottle Manufacturers, Ltd., 40-43, Norfolk Street, London, W.C. 2. The bottles are made by automatic machinery, and particular attention is called to the improved medical flat. The advantages claimed for this container are that any one size takes the same sized cork, the patent reinforced lip will not chip, the rounded corners and shoulders eliminate breakages, and the graduations are accurate.

**CALENDARS AND CHRISTMAS CARDS.**—We have received from Raphael Tuck & Sons, Ltd., Raphael House, Moorgate, London, E.C. 2, a comprehensive selection and samples of the new calendars, Christmas cards, gift books, picture postcards and other stationery that they are offering to the trade. It is unnecessary, in this year of grace, to labour the fact of Messrs. Raphael Tuck's pre-eminence in everything of the nature of illustrated printing, and we can only pick out for mention, almost at random, a few of the outstanding examples of their skill that lie before us. First of all there are the replicas of the Royal Christmas cards, the originals of which have been ordered, as for many years past, by their Majesties and members of the Royal circle. Then there are cards of the Pot Pourri series in four varieties; cards of the Broderie d'Art series; picture postcards of high artistic excellence in many designs; and cards prepared for painting on. Coming to calendars, we note the charming specimens of art calendars, some of which simulate oil paintings with remarkable success, and several dainty block calendars. There is also a wide selection of illustrated books, toy books and painting books for children of different ages. It is interesting to learn that Tuck's Postcard Exchange Register has reached its twenty-first annual issue, indicating sustained interest in the apparently inexhaustible supply produced. With the reduction in postage, for which Sir Adolph Tuck, the company's managing director, has strenuously worked, it may be expected that there will be a permanent revival in the use of picture postcards by the public.

## Bankruptcy Reports

**Re Percy Seddon**, 32 Rochdale Road East, and 30 Bridge Street, Heywood, Lancs., described as a chemist.—A receiving order was made against this debtor in June last on his own petition, and a meeting of the creditors was subsequently held at the Official Receiver's offices, Bolton. The following are among the creditors:—Oldfield, Pattison & Co., Ltd., £64; Perry & Hope, Ltd., £12; Raimes & Co., £25; James Woolley, Sons & Co., Ltd., £45; R. Sumner & Co., Ltd., £22; Veno Drug Co., Ltd., £10.

**Re Alfred Prescott**, manufacturing chemist, carrying on business at Rutland Mills, Oswald Street, Hulme, Manchester, Drake Street, Holt Town, Manchester, and the Mill Bank Chemical Works, Halifax.—The public examination took place at the Manchester Bankruptcy Court on August 25. The debtor's statement of affairs showed gross liabilities amounting to £39,292, with assets estimated to produce £7,101, leaving a deficit of £32,191. The debtor attributed his failure to bad debts, losses on shipments not taken up by customers, shrinkage in export trade through the disorganisation of the foreign exchanges, depreciation in the value of stocks, and to customers not completing contracts. Questioned by the Official Receiver, he stated that till 1918 he had made a steady and continuous profit, his best year being 1916, when his profit amounted to £16,000. He had never drawn more than £1,000 a year from the business for his personal use. The examination was closed.

**Re Evan William James**, 56 and 58 Oxford Street, Mountain Ash, and 33 Rheola Street, Penrhineir, Glamorgan, dispensing chemist and druggist.—A receiving order was made against this debtor on July 3 on his own petition (C. & D., July 29, p. 159), and a meeting of his creditors has since been held at the Official Receiver's offices, Cardiff. The following are creditors:—Butcher & Sons, Ltd., £27; Bovril, Ltd., £14; T. F. Bristow & Co., Ltd., £35; The British Drug Houses, Ltd., £44; British Colloids, Ltd., £16; Cuxson, Gerrard & Co., Ltd., £40; James Carter, Dinnett & Beale, £54; James Carter & Co., £25; Dioptric Works, £36; Evans Sons Lescher & Webb, Ltd., £129; Erasmic Co., Ltd., £14; Ford Cook & Co., Ltd., £64; Horlick's Malted Milk, £10; Arthur Harper & Sons, £147; Haworth & Airy, Ltd., £20; Jeyes' Sanitary Compounds Co., Ltd., £10; Kodak, Ltd., £229; G. B. Kent & Sons, Ltd., £20; Lewis, George, £72; May, Roberts & Co., Ltd., £221; Francis Newbery & Sons, Ltd., £87; Ormiston & Glass, Ltd., £100; Oldfield, Pattison & Co., £61; Pond's Extract Co., £10; A. & F. Pears, Ltd., £17; Spratt's Patent, Ltd., £28; Raymet & Co., Ltd., £10; Veno Drug Co., Ltd., £25; Viro, Ltd., £12; Wright, Layman & Umney, Ltd., £33; Yardley & Co., Ltd., £13; Zenobia, Ltd., £46.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated:

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| G/298. "Alzarine" Perfume.                    | C/293. Menthol and Cocaine Cones (in boxwood cases) |
| H/288. "Bonurica" Bath Salts                  | O/303. Mudavertin                                   |
| L/308. Coliene                                | N/258. Parense                                      |
| C/259. Costello's Collyrium                   | A/248. Pectin                                       |
| E/258. Delia Face Powder.                     | B/268. "Rocket" Dyes                                |
| S/308. Dendol or Deradol                      | W/283. "Royal Saloon" Shaving Brushes               |
| B/259. Hill's "National Cure for Consumption" | R/278. Ryan's Pills                                 |
| E/308. "Klenitas" all-rubber baby Feeder      | S/258. Wooden Tooth Picks                           |

### INFORMATION SUPPLIED

Inquiries regarding the following articles have been answered. The information as to supply will be given to others who send a stamped, addressed envelope to the Information Department, THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C. 4.

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| Ammonium nitrate. H/238                              | "Dorothy Dainty" powder puffs. B/238  |
| Anti-Venene serum. G/228                             | "Duplex" Tablet Machine. C/238        |
| Apilo and steel pills. O/218                         | Durham Duplex razor. R/238            |
| Atophan. W/308                                       | "Edelweiss" head lotion. S/238        |
| Baldock's nerve paste. P/178                         | Electric Hair Brushes. P/248          |
| Beach's Alterative Pills. L/293                      | Ethanesal. D/198                      |
| Bismuth Indigestion Tablets. (Moorland Brand.) H/308 | "Eukotas" Disinfecting Fluid. R/228   |
| Camel-hair brushes. R/228                            | Feeding cups. R/228                   |
| Ceridin Pills. E/198                                 | Felamine tablets. A/258               |
| "Chireo" corn files. T/188                           | Fels Naptha soap. R/228               |
| Cholestrol. L/218                                    | Fifine face powder. H/188             |
| Cignolin. M/218                                      | Fitter Paper. F/288                   |
| Coal Tar Liquid Shampoo. B/258                       | Glacialine. R/238                     |
| Cunard's Sanitary Belts. B/218                       | "Hecla" Metal Hot Water Bottle. B/308 |
| Cyphoids. D/238                                      |                                       |
| Dr. Cunard's toilet - soap. W/178                    |                                       |
| Digalen. T/218                                       |                                       |

## Observations and Reflections

By Xrayser II.

### Business Knowledge

is not quite the same thing as business ability, though it is not always easy to draw a line between them. The former may to a considerable extent be taught, but the latter, as Dogberry said of reading and writing, comes by nature, and needs little more than experience to bring it to its perfection. Your remark that they who start first and learn afterwards do not often make a success from the beginning, applies, however, to men of marked natural ability as well as to those who are comparatively lacking in this respect, though not to the same extent. I should say that the two qualities most essential to success in any business are an open mind and courage—a mind, that is, quick to entertain new ideas and seize new opportunities, with courage to dare, and resist in the face of discouragement, or even of failure. These are dangerous qualities, and need a third, which is sound judgment, to keep them in check; but there are more failures probably from want of courage than from want of judgment. It is, as Jay Mack says, lack of enterprise that keeps so many of us in low water.

### The Battle of the Windows,

the single v. the miscellaneous show, will never issue in a decisive victory for either side, since no hard-and-fast rule applicable to every case can possibly be laid down. One consideration that has not been sufficiently emphasised in the discussion is that not every business can carry a sufficient stock of any one article to make it worth while to devote a whole window to its display, and if we are to vary our single shows very few weeks there is a serious danger of overloading ourselves with stock. The deterioration that some goods suffer by exposure in the window must also be taken into account, and there is nothing less effective than a show of obvious dummies. Between the two extremes of single and over-miscellaneous shows there is a third course—the vision of the window into compartments, each of which is devoted to a single class of goods, or one of which may be a judiciously assorted miscellany. I have seen this adopted in several places lately with excellent spectacular effect. The half or third of a good window is big enough for most single shows, and the whole window may be so used that every separate compartment will set off the others. A good deal of quite mistaken criticism of the mixed window has been indulged in by some of your respondents, who have, I venture to say, been too much influenced by manufacturers anxious to push their own goods. More art is required to dress such windows effectively, but it may be done, and I have known them to attract as much attention as those devoted to a single line of goods. One advantage they certainly have over shows controlled by the conditions imposed by proprietors of the goods displayed—the "personal equation," which is the pharmacist's sheet anchor, comes more into play in them.

### The Memorandum

from the Ministry of Health, printed by you last week (p. 306), is often, even when not positively ungrammatical, very awkwardly worded, and it is not strange if on a first reading the meaning of its clauses is not always apparent. Take Clause II., for instance. It runs thus:—"The medical officer is required to sign all orders for the supply of the drugs affected by the Regulations to the institution, and these supplies [what supplies?] are to be received by him and kept in his charge." The phrase I query is obviously quite wrong, no "supplies" having been previously mentioned, but only the general supply. And, apart from this, how much clearer the meaning would be if the Clause read:—"The medical officer is required to sign all orders for the supply to the institution, etc." In Clause I., again, "the three former substances" should read, "the former three substances," such blunders are good illustrations of the remarks I made last week on the teaching of English in our public schools.

### The Epidemic of Discontent

among employees, of which your Retrospect of last week complains as prevailing in 1872, was a very mild visitation compared with some we have known since. I was a fully qualified assistant myself at the time, and had for several years held situations in some first-class pharmacies. I had, too, a good many friends of whom the same might be said, and though I cannot assert that we were entirely satisfied with our salaries, I do not remember to have heard much grumbling or any organised attempt to improve our position in that respect. Indeed, looking back, I am surprised at the meekness with which we accepted the situation, and the moderation of our demands. Long hours were what we most complained of, and for that there was reason enough. For the rest, it would have been money in my pocket to have been born fifty years later than I was.

### The Jaconet Case

reported in a recent issue of the *C. & D.* reminds me that some time since my attention was called to the really enormous quantity of dressings (such as lint, gauze, etc.) ordered by some panel practitioners in cases of quite trivial importance; and the question was asked, "What becomes of the surplus of these that the patient cannot possibly use?" Quantities were mentioned that certainly seemed out of all proportion to the necessity of such cases as were described to me, but I cannot now recall particulars. Anybody who has seen how lavishly such things are dealt with in some hospitals and nursing homes will, however, easily believe that they are sometimes prescribed extravagantly in panel practice, and the subject is one to which the attention of Insurance Committees might be directed.

### Gipsies,

though not so numerous as they were in my youth, are still with us, and my recent observations of their appearance and habits have led me to revise some of my most cherished opinions. Soap, for instance, has come down a peg or two in my estimation. It can hardly be so essential to health, or even to comfort, as soap manufacturers generally would have us think, and I shall, on my return to London, regard the stacks of attractive tablets in the shop-windows with a more critical eye than formerly. I met this morning a middle-aged woman who, I dare avow, has not been well washed for the last quarter of a century, and, with her, half a dozen children who did not appear to have ever been washed at all. Hands and arms and legs and faces were almost black with ingrained dirt. Yet a more healthy-looking, happy set of humans I never saw, and I could not but notice that where rents in their clothes gave glimpses of parts of their bodies usually hidden, their skin was as white as any lady's. How to reconcile all this with what we are led to believe about soap is the problem.

### Sanitation,

again, must take a back seat in my mind as the result of these observations. There is no water on the heath where these people are encamped. They fetch the little they use from a small stream—hardly a brook—that has just run through the village, where at one point it is dammed up to make a pool in which people bathe daily in great numbers, shelters and other conveniences being provided. Two hundred yards or less below this spot the gipsies draw the water they drink. They seem to sleep (I don't know how many in a bed) in tents, some of which are not more than three feet high—mere bits of old clothes or carpets stretched over bent sticks—into which they have to crawl. (This applies, perhaps, mostly to the children.) I have reason to think they use no insecticides, and that disinfectants are unknown to them. In short, I may say, without going into more unsavoury details, that they appear to live much as animals do. Is this why they are so healthy-looking and so merry, as the younger of them evidently are? If so, what shall be said for our civilisation? But it is the question of the soap that most troubles me. Has not Sir Almroth Wright said something pertinent on this subject?

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## Editorial Articles

### Assistants on the Continent

ONE of the most striking features in Continental pharmacy since the cessation of hostilities has been the great strides made by trade union principles among the pharmaceutical assistants. Possibly in no other profession were the relations between owner and assistant dictated to a similar extent by personal considerations. The majority of assistants were obliged to reside in the owner's home, and in many instances also to enter the family circle, a course necessitated by the legislation requiring the presence of a pharmacist at all times of the day and night. Since the armistice there has been a growing tendency to replace this personal relationship by a uniform standard, extending not only to such matters as the hours of work, but to the salaries on the basis of a fixed schedule. Arrangements of this kind have been introduced in several Central European countries, and recently this example has been followed by Denmark, and also by Sweden. An agreement has now been drawn up and signed between the Swedish Association of Pharmacists, i.e., the owners, on the one hand, and the Association of Pharmacists, that is to say of the non-owners, on the other hand, the provisions of which present several interesting features, particularly as they illustrate the trend of thought guiding the relationship between owners and assistants now prevalent in most Continental countries. In the first article of this agreement it is stipulated that no owner shall employ an assistant who is not a member of the Assistants' Association. If the assistant severs his connection with the Association, or is expelled from it, the owner is compelled to dismiss

instantly. On the other hand, no member of the assistants' Association is permitted to enter the employ of a pharmacist not belonging to the owners' association, and if the owner withdraws from the association, the assistants are to give notice at once. An engagement for a period exceeding one month is regarded as a permanent one, and a contract, according to the form prescribed in the agreement, is to be signed by both parties. A signed copy of the contract must be sent to each association, and it is not permitted to make any additions to the terms set forth in the proved form. Both parties are required to give three months' notice prior to terminating the contract, at the same time informing both associations of the fact. Should an assistant be found to be addicted to the use of morphine or alcohol, and in consequence thereof prove negligent in the execution of his duties, and does not mend his ways after being duly reprimanded, he is liable to be dismissed without the three months' notice. The normal work to be put in by assistants is fixed at forty-eight hours a week; if the total hours of work fall below this standard, the salary may be correspondingly reduced. Night duty is to be equally divided among all the assistants; but exceptions are to be made in favour of older men, and in case of ill health. After being engaged for a period of at least six months in a pharmacy, each assistant is entitled to an annual holiday. In the case of those who have been qualified for four years, the holiday allowed is twenty days, and in the case of older assistants, thirty days, with full salary. This vacation may be taken either in several portions spread over the year, or consecutively in one single period of absence. The salary to be paid to permanent assistants is fixed at the rate of 6,000 crowns a year (£350), with five increases, each of 500 crowns (29 3s.), to be paid at the end of four, seven, ten, fourteen and eighteen years of service. This rate applies to fully qualified pharmacists; in the case of students of pharmacy, who have not yet passed their final qualification, the basic salary will be 4,200 crowns (£244), with three increases of 100 crowns each, payable after three, five and fifteen years of service respectively. Assistants employed in pharmacies situated in the northern provinces of Sweden are entitled to an increase representing an additional 10 per cent. on the above rates. Night duty is to be remunerated with an extra payment ranging between four and two crowns for each night, according to the importance of the business. Overtime will be paid at the rate of 1.50 crown, in the case of qualified pharmacists, and one crown for students for each half hour. In the case of sickness, an assistant is entitled to receive up to two-thirds of his basic salary for a period not exceeding three months in any one year. This does not apply, however, to women assistants during their confinement. Extremely interesting is the provision to the effect that assistants are to be entitled to obtain, free of charge, whatever medicines they require for their own use from the pharmacy in which they are employed, excepting, however, toilet preparations, technical drugs and household articles. The medicines delivered to them without payment from stock are to be entered in a special register. Differences which may arise between owners and assistants are to be settled in the first place amicably between the interested parties; the assistants agreeing to refrain from going on strike, or to declare a lock-out, blockade, or boycott. Should no settlement be reached, then the matter in dispute is to be referred to a commission consisting of two members appointed by each of the two associations, and a fifth member to be nominated by the Royal Board of Health. The costs incurred are to be defrayed equally by both associations. This agreement is to come in force from January 1, 1923, and is to continue so long as no reduction is made in the charges of the official drug tariff, and also providing that the Government does not introduce a measure providing for old age pensions.

### The Price of Glycerin

THE trend of the price of glycerin appears to be attracting a fair amount of interest at present. According to some reports, at least one of the two Dutch refiners have recently advanced their price, and, as a result, their quotations for chemically pure must be approaching very near to the basic figure of the English makers, namely, £82 10s. per ton for five-ton lots, in 10-cwt. drums, on contract. The present price of chemically pure double-distilled glycerin s.g. 1.260 compares favourably with the rate just previous to the war, and we must go back about twelve years before finding a lower level than the present. It must be equally observed, however, at this pre-war period such prices as £90 to £100 were looked upon as extremely high figures. On referring back to our records, we find that at the beginning of 1909, £66 10s. was the price, and in June, 1909, it had advanced to £75. In 1905, £50 was quoted. But pre-war values of most articles have gone by the board, and there is no reason to expect that glycerin is an exception. At the beginning of June, last year, chemically pure glycerin was quoted by the British makers at £140 per ton. A reduction of £20 was made on June 18. Since then, there have been four successive reductions in price, as follows:—On September 21 it was reduced by £10 to £110; and on March 18, 1922, again by £10 to £100; on May 20 a further reduction was made of £12 10s. to £87 10s.; and on June 1 the price was reduced to its present figure of £82 10s., in order to bring the home and export prices to the same level. It would be interesting to know how far the competition on the part of foreign material has been responsible for so large a decline. Costs of raw material have admittedly fallen in this period, but a reduction of nearly £60 per ton in so short a space of time suggests that competition was not without effect. While the total volume of business transacted by the Dutch makers may appear to be a small percentage of the trade done by British refiners, nevertheless, low offers have an unsettling effect on the British market which, no doubt, the home manufacturers would gladly avoid, if possible. The official trade returns for the first six months of 1920, 1921 and 1922 throw some light on the actual imports:—

|                                | 1920.     | 1921.      | 1922.     |
|--------------------------------|-----------|------------|-----------|
| Glycerin, crude .. cwt. 17,850 | 26,594    | 22,595     |           |
|                                | (£85 000) | (£101,428) | (£56,519) |
| ,, re-distilled .. , 7,914     | 1,823     | 3,474      |           |
|                                | (£38,632) | (£9,543)   | (£16,154) |

Crude glycerin, which is mostly absorbed by the explosive works, shows a decline in 1922 compared with 1921, but, in regard to re-distilled, with which we are more concerned, imports have almost doubled. During July, 1922, the total imports of re-distilled were 239 cwt. (£947 value) compared with 86 cwt. (£238 value) in June. These figures seem to indicate, beyond doubt, that no inconsiderable consuming demand on the home market is met by foreign material. The demand for glycerin is, of course, very large, and there are few industries which do not take their quota. In this respect, glycerin somewhat resembles sulphuric acid. Since the war, it is extremely difficult to estimate the total European production. Both France and Germany were large exporters prior to 1914, but France is no longer in this position, while Germany, according to the "Daily Mail," is at present a large buyer. It is an interesting fact that Holland has recently been the largest importer of American glycerin (probably crude), which seems to indicate a growing difficulty in obtaining crude material near at hand. It may be recalled that cheap toilet soaps

from the continent are finding a small outlet in this country. These are, generally speaking, not to be compared with English soaps. The glycerin obtained thus, no doubt, finds a ready market from the continental refiners who are always on the look-out for new suppliers of raw material, however small. Everything points to the probability that the English makers have a stronger grip on the market than they have had before. The number of competitors has been reduced, and if it were found that Dutch competition continued serious the obvious conclusion is that a further small reduction would be made to steady the market despite the price to-day, which, apparently, in the view of English makers, is very reasonable; that is, if competition is to be met. It is just possible, however, that external circumstances, in the form of difficulties of obtaining cheap crude material, may operate in favour of English manufacturers. Whether the consuming industries would ultimately benefit, however, is a problem difficult to solve.

### Our Trade with India.—II.

A CONSIDERABLE section of the report on British trade with India, referred to last week, details the developments in economic research and improvement of the natural resources of the country, and undoubtedly a great deal of research work has been, and is being, carried on. The possibilities of an industry based on the tapping of Salai for its resin as a source of turpentine is attracting attention, and further developments depend on the erection of a distillery at a suitable centre. Improved methods of distillation of palmarosa and probably the other grass oils are being investigated on a commercial scale in the Central Provinces and Bombay. There are, no doubt, great possibilities in regard to output and quality in this direction. A brief account is given of the work of the Indian Institute of Science, Bangalore, which, as the report states, "merits close attention." The first investigation carried out was the distillation of sandalwood oil for the Mysore Government. The whole of the plant for the present factories, which now distil the bulk of the world's oil, was designed with those of the Institute as patterns. Similar work was done to enable a thymol factory to be started, and the laboratories contain plant which is capable of producing many chemicals. The Institute is particularly well equipped for assisting Indian manufacturers, but this does not preclude its being of use to British industrialists. This is a fact which is worthy of note. A Drugs Manufacture Committee, which was established in 1919, has issued a report showing that rapid progress is being made in the production of drugs and chemicals, many of which were made only since the war. These include the following :

Absolute alcohol, acids (hydrochloric, nitric, and sulphuric), alum, ammonia, argent, nit., caffeine, castor oil, collodion, morphine, oleic acid, essential oils, pharmaceutical preparations of aloes, asafetida, belladonna, cinchona, digitalis, nux vomica, opium, etc.).

A detailed examination of the leading import trades follows, and it is noted that the United Kingdom has again the pre-eminent position held before the war. The trade in drugs and medicines has also increased considerably, and the imports of scientific instruments and allied appliances has advanced almost five-fold in the period under review. Scientific glassware is comparatively a small article, but from *nil* in 1918-19 imports have a value in 1920-21 of over £20,000. Business in toilet requisites is also a growing trade, and it is unfortunate that the United Kingdom is rapidly losing ground to Japan and the United States. American specialities fill

the chemists' and druggists' stores in India, and have obtained a firm footing in the bazaars. Japanese imports are, for the most part, intended for Indian use. With regard to the fixed oils, it is stated that "India will eventually crush and refine her own linseed oil." The whole of the linseed oil imported in 1919-20 was obtained from the United Kingdom. Essential-oil imports are fairly evenly distributed between the United Kingdom, France, and Japan. Before the war Germany was the principal supplier. The scope for confectionery manufacturers is enormous, and this country supplies the bulk of the trade. This report comes as a timely reminder that there are large markets outside Europe, while many manufacturers can see nothing but the neighbouring countries, which, at present, are unable to purchase either owing to internal conditions such as hold in Russia, or to the difficulties in the way of exchange. It will not be easy to trade in India, because other countries, having obtained a foothold, are consolidating their position. But we have Mr. Ainscough's report to show that the market for British manufactured goods is there, and will grow larger as the national wealth is increased and the standard of living raised. Until equilibrium is attained, however, it will be well to hasten slowly.

### Trading with Germany

JUDGING by the opinions expressed by importers it would appear from recent experiences that business with Germany is daily becoming more and more difficult, and is continually turning out unsatisfactory. The fact is that as the mark depreciates in value German export quotations in foreign currencies have stiffened, and some German exporters seem reluctant to despatch goods due for shipment which were contracted for some time ago at the cheaper rates then prevailing, and it is now becoming more and more difficult to transact business in a satisfactory manner with these firms. Orders booked by German firms some months ago that are now due for fulfilment are undoubtedly showing a loss, although the selling price was fixed in sterling, dollars, or other foreign currency. These goods are now, in many instances, worth as much as twenty per cent. more to the German to-day, and not a few importers have experienced difficulties in obtaining their goods, receiving from the sellers in Germany excuses which vary from an inability to secure the necessary export licence, to strikes, and breakdowns at works. It is very questionable whether these explanations are *bona fide*, and it must be remembered that by getting relief from the old contracts the German is then able to dispose of the goods to more advantage in some other quarter. Importers who have met with this trouble find they have no means of enforcing their contracts or obtaining compensation, it being sheer waste of time to take proceedings in the German courts. For some time past this country has been flooded with offers of chemicals from German exporting firms, many of whom are of mushroom growth, and whose standard of business morality seems very low. It is questionable whether out of every hundred offers even one, if an order was given, would be accepted and turn out satisfactory from the importer's point of view. It is becoming a common occurrence for importers who have placed orders on such quotations to be informed that the price has advanced and a much higher rate is then quoted. But if the order is accepted there is, if the market has advanced, generally some hitch delaying shipment indefinitely, or on arrival the goods turn out to be rubbish, inferior material having been obtained by the German exporter to enable him to make a profit. These remarks do not, of course, apply to the well-known and old-established manufacturing concerns who appear to be carrying on their businesses in a straightforward manner under difficult circumstances. Nevertheless, the British importer who is buying from German firms of unknown standing to fill orders already booked is running a big risk of being let down either by non-shipment or bad quality material, causing him financial loss and unpleasantness with his buyer.

## The New Europe

### IV.—CZECHOSLOVAKIA

THE new Czechoslovak Republic represents the most important of the succession States formed from the ruins of the former Austro-Hungarian monarchy, and on account of its geographical position in the centre of Continental Europe, in addition to its highly developed industry and wealth of natural resources, the country is destined to play an important rôle, economically as well as politically, in the new community of European nations. It has a total area of about 54,450 square miles, with a population of about 13,000,000, constituted by the former Austrian territories of Bohemia and Moravia, portions of Austrian Silesia and of Northern Hungary (Slovakia). Czechoslovakia is essentially an agricultural country, but concentrated in certain centres there is a highly developed industry, the principal products of which include glass-ware, textiles, iron and steel manufactures, sugar, chemicals, and beer.

#### MEDICINAL PLANTS

From a pharmaceutical point of view special interest attaches to its natural wealth in medicinal plants. The government of the new State has not been slow to grasp the importance to the national welfare of this source of prosperity, and has initiated an active campaign, backed by a thorough organisation, to utilise to the full the advantages to be derived from a systematic cultivation and collection of the available crude drugs to be found in the Republic. Before the war no co-ordinated efforts were made to encourage the collection or cultivation of medicinal plants, although in 1909 steps were taken to investigate the possibilities of cultivating on a larger scale certain valuable remedial plants, and to effect this an expert was attached to the Bohemian Department of Agriculture, and a special instructor in the cultivation of medicinal plants was appointed to the Bohemian Agricultural High School. Following the revolution which gave birth to the new State, greater interest was evinced in furthering the collection of drugs, not only in view of their export, but principally in order to meet the home demand and reduce foreign imports to a minimum. The experimental stations for the cultivation of these plants in Prague, Brünn, Pressburg, Kashau, and Svaljau were re-organised and

equipped with the necessary scientific apparatus and the personnel increased. With a view of co-ordinating individual enterprise a "Central Commission for the Collection of Medicinal Plants" was created last year and subordinated to the Ministry for Public Health and Corporal Education of the Republic. This Commission has been entrusted by the Government with the task of dealing with all matters affecting the collection and cultivation of medicinal plants, and one of its chief objects is to disseminate information among the population regarding these plants and to foster by every means the national output of drugs as a source of income capable of considerable development if undertaken on an organised scientific basis.

#### COLLECTING PLANTS

To this end the Commission has now issued a booklet, in the Czech and German languages, entitled "Collection Calendar for Medicinal Plants," containing practical information on this subject. This is arranged under each month of the year; the plants to be collected during that month are enumerated, with particulars as to the parts which should be selected and their treatment. A distinction, by means of the use of different type, is made

between plants which grow wild and those which are cultivated, while in the case of certain plants, distinguished by an asterisk (e.g., mistletoe, oak bark, burdock root, sain tops, rue, cucumber seeds), the collector is advised to make arrangements for their disposal before proceeding to harvest the drugs. The titles are given in Latin and in Czech, or German, together with the pharmaceutical designations of the parts employed in medicine. A few examples taken from the pages devoted to the month of April will best illustrate the arrangement adopted:

|  |  |  |
|--|--|--|
| Cortex Rhamni<br>frangula                        | <i>Rhamnus frangula</i><br>Buckthorn   | The bark is usually stripped from young branches and trunks after rain, and then dried in the sun; quills of thin bark are preferred.                      |
| Folia Uvae Ursi<br>Bearberry leaves              | <i>Arctostaphylos<br/>officinalis</i> ( <i>Ar-<br/>butus ura ursi</i> )<br>Bearberry | The leaves should be collected only from older plants of several years' growth, dried in the shade, and, if necessary, further dried by artificial warmth. |
| Radix Althææ<br>Marshmallow<br>root (cultivated) | <i>Althaea officinalis</i><br>Marshmallow  | The second or third year's roots are collected. The bark removed while fresh and dried quickly; very woody roots are of no value.                          |

At present the cultivation of certain medicinal plants is undertaken on a small scale in practically every portion of the Republic. Cultivation on an extensive scale is, however, being carried out in Southern Moravia, the plants selected being chiefly fennel, coriander, rue, liquorice, anise, rhubarb, parsley, and fenugreek. Bohemian chamomiles and Moravian liquorice have gained a

high reputation abroad, and it is the aim of the Commission to bring home to collectors the necessity of carefully treating the drugs in order to ensure producing a satisfactory article finding a ready sale.

#### STATISTICS

Detailed statistics of the total amounts of the various drugs collected are not available, but we are indebted to the courtesy of the Commission for the Collection of Medicinal Plants for the following official data: In the year 1920 the total imports of medicinal plants amounted to 119,200 kilos., while exports aggregated 630,700 kilos., a considerable excess over imports. During the first six months of the past year the total imports of medicinal plants figure with 61,900 kilos., and exports 117,300 kilos. The following countries participate in this branch of commerce:

|               | Imported from | Exported to    |
|---------------|---------------|----------------|
| Germany       | 49,400 kilos. | 216,100 kilos. |
| Italy         | 26,900 "      | 12,900 "       |
| Austria       | 4,400 "       | 192,300 "      |
| British India | 5,200 "       | —              |
| Switzerland   | —             | 62,100 "       |
| France        | —             | 37,800 "       |
| Great Britain | —             | 12,900 "       |
| Holland       | —             | 28,500 "       |



In this connection it may be mentioned that the following represent the leading undertakings engaged in the cultivation of medicinal plants in the Czechoslovak Republic :

M. Schuster, Wojkowitz, near Weltrus.  
The "Planta" Company, Brandeis-on-the-Elbe.  
"Herbaria" Company, Jitschin.  
"Pharmaka," Sobeslav.  
"Konserva" Company, Uhrineves.  
"Griotte," Nimburg.  
V. Kocourek, Budweis.  
Society for the Cultivation of Medicinal Plants, Zboreneč  
2b, Prague II.  
B. Janousek, Libechow.  
E. Kalanda, Vzovic.  
Engineer J. Zidlicky, Kostomlat.  
Parson J. Angelli, Cary, near Neutra.  
Dr. Eugen Szkicsak, Prievidra.  
Laib and Varady, Bes and Pressburg.  
"Medica" Company, Pressburg.

The principal wholesalers in medicinal plants are :

Waeger & Eichler, Brünn.  
Union of Wholesale Druggists, Prague II.  
Milde & Rössler, Stephansgasse 18, Prague II.  
I. L. Rössler, Heinrichsgasse 7, Prague I.  
"Planta" Company, Brandeis-on-the-Elbe.  
"Herbaria," Jitschin.  
"Farmazia," Sobeslav.  
"Alchymia," Kolin.  
"Medica," Prague II.  
Franz Gattermann, Prague I.  
Rangheri & Co., Jilska ul., Prague I.  
Wilhelm Ott, Prague I.  
V. Kocourek, Budweis, Neue Gasse.

To those interested in the question of the collection of medicinal plants information will be willingly supplied on application to the "Central Commission for the Collection of Medicinal Plants" ("Ustredni komise pro sběr lecivých rostlin"), Trziste 13, Prague III.

## Reviews of Books

*Benzine and Mineral Lubricants: Their Production, Testing, and Uses.* By Dr. J. Formanek, revised and translated by Charles Salter. 8 $\frac{1}{2}$  in. by 5 $\frac{1}{2}$  in. Pp. 256. 10s. London: Scott, Greenwood & Son, 8 Broadway, Lndgate, E.C.4.

A general section with which the book begins is a short review of the technology of petroleum, coal-tar products, etc. This is followed by an analytical section dealing with the tests for benzine and benzol, also mineral lubricating oils. Finally is given a technical section wherein are explained the properties and uses of volatile substances as fuels in internal-combustion engines and the tests of efficiency. The work is useful to chemists interested in motor-cycles or motor-cars, as the information is not otherwise readily obtainable.

*Inorganic Chemistry.* By T. Martin Lowry, D.Sc., F.R.S. 9 in. by 5 $\frac{1}{2}$  in. Pp. 943. 28s. London: Macmillan & Co., Ltd., St. Martin's Lane, W.C.

The changes which have taken place within the past few years in inorganic chemistry are greater than might have been thought possible, as up to a comparatively recent period it was considered that inorganic chemistry had become stabilised in contradistinction to the condition of organic chemistry. Professor Lowry ascribes the changes to the influence of physical chemistry which we see in such processes as are used in the manufacture of synthetic ammonia. The first part of the book is an adaptation of the author's "Historical Introduction to Chemistry," and it deals not so much with history as with the evolution of chemical theories, each chapter concluding with a useful "summary and supplement." Part II. deals with non-metals, and Parts III. and IV. with metals, in two groups—"typical" and "transition" series of Mendeléeff. The final chapter is on the radioactive elements. The book, an excellent one for Major students' use, has been revised in accordance with the new light thrown upon the subject by recent discoveries. The work is well illustrated.

*Pharmakopendium: Ein Führer durch die offiziellen Arzneibücher.* By Hugo Rosenberg. 11 in. by 7 $\frac{1}{2}$  in. Pp. vi, 665. 1.206m. Urban & Schwarzenberg, Friedrichstrasse 105 B, Berlin N.

This work partakes of the nature of a pharmacopœial dictionary, inasmuch as it enumerates alphabetically all the official titles, as well as the official synonyms in each language, of all the articles included in twenty-three different pharmacopœias, among which is included the Canadian Formulary of 1910. In the case of chemicals, with few exceptions, no mention is made of the exact degree of purity required by each pharmacopœia, the author confining himself to giving the corresponding Latin designation (in the form in use in Central European countries). On the other hand, in regard to galenical preparations the formula prescribed by each pharmacopœia is briefly indicated, and, in cases in which the same title is used to denote a product differing in concentration in each pharmacopœia, the official strength is stated. Hydrochloric acid forms an instructive illustration of the use of the same title by twenty different pharmacopœias, of which twelve require the same concentration (25 per cent.), while in each of the other eight this title denotes an acid of a distinct concentration. A few examples will best illustrate the scope of this work :

Boric acid. Brit., Jap., U.S.A. Acidum boricum.  
Borsäure. Germ., Helv. Acidum boricum.  
Borique (acide) cristallisé. Gall. Acidum boricum.  
Borsav. Hung. Acidum boricum.  
Borsyra. Fenn., Suéc. Acidum boricum.  
Borsyre. Dan., Norv. Acidum boricum.  
Barbitone. Brit. Acidum diäethylbarbituricum.  
Acetphenetidinum. Austr., Serb., U.S.A. Phenacetinum.  
Acetparaphenetidinum. Hung. Phenacetinum.  
Pos de Joannes de Vigo. Port. Hydrargyrum oxydatum rubrum.  
Glycerinum tragacanthæ. Brit., Ned. :  
Brit. : Tragacantha pulv. 10 gr., glycerinum 30 c.c., aqua dest. 10 c.c.  
Ned. : Tragacantha pulv. 10 parts, glycerinum 90 parts.  
Acidum nitricum dilutum. Belg. (13 per cent.); Ned. (22 per cent.); Brit., Croat.-Sl., Gall., Helv., Hung., Jap. (10 per cent.).

The latest pharmacopœia included in this compendium is that of Italy, issued in 1920. The work should prove particularly useful to exporters, not only as a dictionary of foreign designations for drugs and pharmaceutical products, but for reference regarding the comparative composition of a large number of articles where similarity in title does not always connote identical strength.

**THE COMMERCIAL TRAVELLER.**—We have received a copy of No. 1, Vol. 1., of "The Commercial Traveller," the official organ of the National Union of Commercial Travellers. This issue contains an article on "The Need for Unity," by the Right Hon. J. R. Clynes, M.P., and another on "Lord Leverhulme and Trade Unionism," dealing with the latest development of co-partnership at Port Sunlight. The address of the publishing offices is Rugby Chambers, Chapel Street, London, W.C. 1.

**LAUDATOR TEMPORIS ACTI.**—In the "Morning Post" of August 26, "R. R." moralises as follows :—"Let me say that, while I find young lady assistants charming in some shops, I think them entirely out of place in a chemist's department. I entered the other day and saw nobody but young ladies behind the counter. In desperation I purchased in rapid succession three bars of soap, a tooth-brush, a pot of pomade (which I never use), and a bottle of hair-restorer. I wanted none of these things, but I wanted to gain time till I should find out whether there was a male attendant in the establishment. Now, in the old days Mr. Filtrate would have spied me from his back parlour behind the shop as he peered through old-fashioned panes of glass in the door—each pane with its green nucleus like a wart or a wen—and would have known by my very look whether I wanted pills or potions . . ."

## Trade-marks Applied for

figures in parentheses refer to the classes in which the marks are grouped, for a list of which, with particulars as to registration, see "The Chemist and Druggist Diary," 1922, p. 271.

(From "The Trade-marks Journal," July 12, 1922.)

TOPAKOF BULLETS," etc., on label device ("Stopakof Bullets" disclaimed); for a medicine for coughs, etc. (3). By The Baron Products Co., Ltd., St. Thomas's Street, Portsmouth. 424,117.

BILICA"; for ointment (3). By J. H. Rogers, 4 High Street, Broughton. 426,091.

TREETA"; for a medicine (3). By R. Moorhouse, 2 Clyde Street, Oldham. 426,618.

MANHIN"; for perfumery, etc. (48). By R. and M. Neville, North Wharf, Gordon Road, West Ealing, London, W.13. 420,247.

VEROLINE"; for perfumery, etc. (48). By Timothy White Co., Ltd., 70 Chandos Street, Portsmouth. B 422,930.

USURIA"; for perfumery, etc. (48). By T. B. Quicke, 77 St. Michael's Road, Bournemouth. 425,739.

(From "The Trade-marks Journal," July 19, 1922.)

HATCO" and "HAYCO" under picture of farmer holding up package; for chemicals (2). By Tomlinson & Hayward, Ltd., 51 Newland, Lincoln. 421,201/202. (Associated.)

YKONAC"; for a medicine (3). By H. Straker and F. M. Livingston-James, 32 Upper North Street, Brighton. 419,031.

MORGENE"; for medicinal chemicals (3). By P. H. Bayer, The Welbeck Palace Hotel, Welbeck Street, London, W.1. 423,116.

NEOTESTIN," on device; for medicinal glandular extracts (3). By Manson's (London) Ltd., 101 Hatton Garden, London, E.C.1. 423,130.

HEEL-NIXOL"; for a medicinal balm for external use (3). By Field & Co., 67 Gladstone Park Gardens, Cricklewood, London, N.W.2. 424,541.

MAELMAER"; for medicinal chemicals (3). By Heppell & Co., 164 Piccadilly, London, W.1. 425,913.

HEALTHOVIN TONIC WINE," with device, including picture of nurse; for a medicated tonic wine (3). By Healthovin, Ltd., 17 Lawrence Lane, London, E.C.2. 424,733.

ECLIPSE"; for goods (40). By J. G. Ingram & Son, Ltd., Felstead Street, Hackney Wick, London, E.9. 424,730. (Associated.)

SUPERFLORO"; for perfumery, etc. (48). By Layton & Salter, 31 Duke Street, Aldgate, London, E.C.3. 424,391.

### ALTERATION OF TRADE-MARK.

Leave has been given to Cockburn & Co., Ltd., 130-140, Ward Street, Glasgow, to alter trade-mark No. 416,225, in class 3, which is now as follows:—

COCKBURN'S GRAPE FRUIT HEALTH SALINE," with facsimile signature and picture of bunch of grapes.

(From "The Trade-marks Journal," July 26, 1922.)

POLYZIME"; for a chemical (1). By International Taka-mine Ferment Co., 120 Broadway, New York, U.S.A. 421,966.

ALTERINE"; for chemicals (1) and for medicinal chemicals (3). By Alterine, Ltd., 6a High Street, Uttoxeter. 426,025/026. (Associated.)

THILLANTIN" and "ELOSAL"; for preparations for destroying animals and plants; and for disinfectants (2). By Farbwerke vorm. Meister Lucius & Brüning, Hoechst am Main, Germany. 425,836/837.

NAKE CHARMER DEVICE; for medicinal chemicals (3). By Hedley Cassell & Co., 1 Elm Tree Avenue, West Bridgford, Nottingham. 423,465.

TRUFAX"; for medicines (3), beverage preparations, etc. (42), toilet preparations (43), and polishes, etc. (50). By F. D. E. Privett, Waterloo Road, Havant, Hampshire. 423,753/754; 424,891; 423,016/017. (Associated.)

KOT-DOT"; for medicinal chemicals (3). By H. Holt, 9 Kilner Deyne Terrace, Rochdale. 426,206.

VITAMIRON"; for medicinal chemicals (3). "QUALITEST"; for food substances (42) and for perfumery, etc. (48). By Boot's Pure Drug Co., Ltd., 37 Station Street, Nottingham. 426,245; 425,875/876. (Associated.)

SOLUM"; for goods (42). "SOSUM"; for all goods (47). By J. Crampton & Co., Ltd., 357 Deansgate, Manchester. 423,774; 426,165.

LAKSHMI"; for all goods (47). By J. Greaves & Co., 11 Ridgefield, Manchester. 418,221. (Associated.)

PEROLLA"; for perfumery, etc. (48). By Timothy White Co., Ltd., 70 Chandos Street, Portsmouth. 424,305.

XOUR"; for perfumery, etc. (48). By Ph. Pompanon, 83 Rue Bonaparte, Paris. 425,467.

"COMPAGENIC"; for brushes for the hair (50). By Bidwell, Bidwell & Co., Ltd., Castle Hill, Axminster, Devonshire. 424,746.

(From "The Trade-marks Journal," August 2, 1922.)

"OXFERIDE"; for chemicals (1). By R. H. Heard, J. H. Rice and R. D. Heard, Exchange Buildings, Alnwick Street, Swansea. 424,572.

"INTERWOOD"; for all goods (1). By Beale Bros., 151 Oxford Street, Manchester. 426,259.

"VOLVOLIC"; for all goods (2), (47) and (48). By Smiths (Hampton), Ltd., 1 Queen Victoria Street, London, E.C.4. 425,701/702/703. (Associated.)

"CHARLIN"; for all goods (2). By T. Hill-Jones, Ltd., 3 Bow Common Lane, London, E.3. 426,553.

"FAX" on device, including letters "A Z" ("A Z" disclaimed); for medicinal chemicals (3). By F. F. Coaker, 25 High Street, and W. R. Rutter, 31 Bell Street, Shaftesbury, Dorset. 423,041. (Associated.)

"NUGALIN"; for medicinal chemicals (3). By Miriam M. Woods, 6 High Street, Southampton. 424,155.

"REUDAL BATH SALTRATES" on label device; for medicated bath salts (3) and for toilet bath salts (48). By Saltrates, Ltd., 22 Euston Buildings, London, N.W.1. 425,123/124. (Associated.)

"PATAPIPS"; for medicinal chemicals (3). By W. F. Freeman, 70 Kennington Park Road, London, S.E.11. 425,321.

"KAYWOOD"; for medicinal chemicals (3). By Laura Carter, 6 Cross Street, Oswestry. 426,957.

"SANIMENT"; for medicines, ointments and liniments (3). By W. S. Sands, 4 Valley Road, Shortlands, Kent. 426,574.

"REGETEST"; for food substances (42) and for perfumery, etc. (48). By Regesan, Ltd., Trent Street, Nottingham. 425,873/874. (Associated.)

"NINEPIN"; for goods (47) and for perfumery, etc. (48). By The British Soap Co., Ltd., 29 Great St. Helen's, London, E.C.3. 426,284/285. (Associated.)

(From "The Trade-marks Journal," August 9, 1922.)

"KOLUX"; for chemicals (1), scientific instruments, etc. (8), and for surgical instruments, etc. (11). By Rossi & Lavarello, Corrientes 678, Buenos Aires, Argentine Republic. 425,567/568/569. (Associated.)

"RITAGE"; for chemicals (1). By S. Bowman, Fairmont, Glossop Road, Sanderstead, Surrey. 425,915. (Associated.)

"MRS. GOSSIP" and device of head of old lady wearing spectacles and bonnet; for all goods (2), (3), (47) and (48). By W. Pink & Sons, Ltd., 110-114 Commercial Road, Portsmouth. 423,820/821,822/823,825/826/829/830. (Associated.)

"ALTO"; for chemicals (2). By S. W. Davies, 48 High Street, Gorseinon, Glam. 425,292.

"MINSTER BRAND"; with picture of St. Mary's Church, Kidderminster; for chemicals (2) and for polishes, etc. (50). By M. Smith & Co., Ltd., Wharf Hill, Church Street, Kidderminster. 425,071/073. (Associated.)

"SALUSAN"; for a disinfectant (2). By E. R. Page, 32 Addison Road, Peddars Park, London, W.4. 426,603.

"USTIN"; for chemicals (2). By Farbenfabriken vorm. F. Bayer & Co., Leverkusen, near Cologne, Germany. 426,751.

"MATRON"; for chemicals (2). By Wilkie & Soames, Ltd., Tunnel Avenue, Greenwich, London, S.E.10. 425,979.

"ROLYATL OZONOSPRAY"; for chemicals (2). By Taylor's Automatic Disinfecter, Ltd., 149-151 Richmond Row, Liverpool. 427,155.

"WESCO"; for a medicinal capsule for nervous disorders (3). By H. Westerberg & Co., Kungsgatan 9 B, Gothenburg, Sweden. 425,326.

"MEDICON"; for medicated preparations for skin ailments (3). By The Mitchell Drug Co., 18 Doughty Street, London, W.C.1. 425,783.

Device of arrow-pierced heart; for medicinal chemicals (3) and for perfumery, etc. (48). By Hoepner & Sohn Gesellschaft mit Beschränkter Haftung, Friesenstrasse, Delmenhorst, Germany. 425,870. (Associated.)

"KETOFORM"; for an anaesthetic (3). By Savory & Moore, Ltd., 145 New Bond Street, London, W.1. 427,003.

"ROGOSAL"; for medicinal chemicals (3). By P. Robinson, 13 Orford Hill, Norwiche. 427,190.

"VIMPER"; for meat extract and combined meat and vegetable extract (42). By Bovril, Ltd., 148 Old Street, London, E.C.1. 423,662.

"SUPERITY"; for milk-food products (42). By B. Davies & Son, Ltd., 23 King Street, Portman Square, London, W.1. 426,119. (Associated.)

"BRISOAP"; for soap (47 and 48). By The British Soap Co., Ltd., 29 Great St. Helen's, London, E.C.3. 426,282/283. (Associated.)

## Cinchona

### The Growth of Java's Monopoly

CINCHONA affords the pharmacist a fascinating field for historical study, and the gradual transition of South America as the source of supply for the world's demand for this drug to Ceylon and British India, to be in turn usurped by Java, is an interesting feature in the history of this drug, which, in spite of the advent of so many synthetic remedies designed to supplant its use, has retained its importance, indeed its indispensability, in *materia medica*. The South American barks were usually designated by their geographical origin, as Colombia, New Grenada, Cartagena, Pitayo, Maracaibo, Loxa, and Huanuco barks, and the shipments generally consisted of a variety of barks, which had to be sorted on arrival in London, New York, Paris, Hamburg, or Genoa. Three kinds were distinguished: Red bark (Succirubra), yellow bark (Calisaya), and brown bark (Huanuco and Loxa). In 1880 the soft Colombian bark made its appearance, derived from the Cuprea species. The quinine content of these barks was by no means high, thus Calisaya scarcely exceeded 3 per cent, and the average content was 2 per cent., while the Cuprea barks averaged 1 to 2 per cent. It is only since 1878 that reliable figures concerning the total exports of cinchona from South America to North America, Great Britain, and France are available; the amounts, in kilograms, were:

| 1878 | ... | 5,519,000 | 1882 | ... | 9,815,000 |
|------|-----|-----------|------|-----|-----------|
| 1879 | ... | 6,474,000 | 1883 | ... | 6,281,000 |
| 1880 | ... | 6,631,000 | 1884 | ... | 2,429,000 |
| 1881 | ... | 9,468,000 |      |     |           |

In 1880 Asia, particularly Ceylon, appeared on the market as an important source of supply, and from that time onwards exports from South America decreased rapidly. Exports of bark from Ceylon increased enormously between 1880 and 1887, when they reached their highest level with a total of seven million kilograms, to be gradually displaced by Java. The figures are (in kilos.) :

| Exports from—Ceylon |     | British India | Java    |
|---------------------|-----|---------------|---------|
| 1880                | ... | 526,000       | 208,000 |
| 1884                | ... | 5,215,000     | 300,000 |

Owing to the large supplies prices kept very low, and particularly since the Ceylon barks contained only 1.5 to 2 per cent. of quinine their cultivation proved unprofitable. The cultivation of *Cinchona Ledgeriana*, contrary to the experiences in British India, had proved successful in Java, and as the latter contained on an average an equivalent of 6 per cent. of quinine sulphate, the Javanese planters were able to compete with the poorer barks supplied by other countries. In 1903 the exports of bark from Ceylon and British India amounted to only 77,000 kilos., and dropped to 40,000 kilos. in 1910; at the same time the total production did not suffice to cover the home consumption of these countries.

The first living cinchona plant was brought to Java in 1852 by a sea captain, and in the following year a Dutch man-of-war brought a collection of plants and seeds, collected in South America on behalf of the Government of the Dutch Indies. The first Government cinchona plantation was laid out at Tjibodas, but it was not until 1869 that a first consignment of 453 kilos. of bark was exported, and fetched about 2.50 florins per kilo. at Amsterdam in the following year, although the appearance of the bark contrasted unfavourably with that of the other kinds then on the market. In 1916 the total production of the Government plantations amounted to 901,360 kilos., yielding a profit of 870,319 florins. In the beginning little interest was taken in cinchona cultivation in Java by private persons, and in 1874 there existed in all only 25 private plantations, with a total of 40,000 plants. In 1917 there were 98 privately-owned plantations in Java, and four in Sumatra, with a total output of 9,500,000 kilos. of bark. To illustrate the profits derived from the cultivation of cinchona in Java the following

examples may be adduced. One plantation, with an output of 591,000 kilos. of bark, paid 19.5 per cent. dividend in 1910; another, whose output amounted to 389,200 kilos., paid 50 per cent. in 1914; a third, with a total production of 418,500 kilos., paid out a dividend of 125 per cent. in 1916.

The growth of Java's exports of bark, and since 1907 of quinine sulphate produced by the Bandoeng factory, is best illustrated by the following data :

| Exports of Bark (Kilos.) | Average Percentage of Quinine Sulphate (Kilos.) | Quinine Sulphate sold in Amsterdam (Kilos.) | Exports of Quinine Sulphate by Bandoeng Factory (Kilos.) | Exports of Quinine Sulphate by Bandoeng Factory (Kilos.) | Average Price in Bandoeng Factory (Cents) | Price in Florins per Kilo. of Quinine Sulphate (B.P.) |
|--------------------------|---|---|--|--|---|---|
|                          |   |   |  |  | Percentage in the shape of Bark           | Unit Price in Bandoeng Factory                        |
| 1892...3,266,000         | 4.57  | 130,491                                     | —  | —  | 6.20                                      | —   |
| 1894...4,459,000         | 4.94  | 157,820                                     | —  | —  | 4.00                                      | 23-28   |
| 1895...4,431,000         | 5.21  | 225,138                                     | —  | —  | 2.93                                      | 25½-29½   |
| 1896...5,040,000         | 5.44  | 263,421                                     | —  | —  | 2.68                                      | 29½   |
| 1897...4,219,000         | 5.62  | 264,000                                     | —  | —  | 4.62                                      | 29½-21  |
| 1900...5,390,000         | 5.28  | 249,680                                     | —  | —  | 10.00                                     | 17½-17  |
| 1904...7,225,000         | 5.33  | 370,178                                     | —  | —  | 6.50                                      | 33-38   |
| 1907...8,610,000         | 6.09  | 488,151                                     | 12,578   | 48.11  | 26-22                                     |   |
| 1909...7,745,000         | 6.35  | 484,958                                     | 36,087   | 3.06   | 21½-17                                    |   |
| 1913...9,355,000         | 6.12  | 449,673                                     | 70,957   | 4.91   | 13½                                       |   |
| 1914...7,010,000         | 6.03  | 418,739                                     | 61,113   | 6.20   | 17½-23                                    |   |
| 1916...8,576,000         | 6.17  | 493,766                                     | 114,573  | 11.40  | 31-34                                     |   |

Thus, in 1916, approximately 600,000 kilos. of quinine sulphate were placed on the market, representing a revenue of 13,860,000 florins received by the planters of Java.

In the course of time the price of quinine sulphate has fallen from 107. per kilo. in 1824 to 25L 15s. in 1830-1840, and to 9L 10s. in 1860, 9L 5s. in 1870, rising to 19L 16s. in 1878-1880. Up to 1880 it is correct to assume that all the cinchona bark placed on the market was entirely taken up and used, to be followed by a period of over-production, which was reflected in the price for quinine, which fell successively to 5L 6s. in 1885 and to 1L 14s. in 1891. Basing on the unit price, the gross profit per kilo. realised by the quinine manufacturers represented 15s., and increased gradually to 38s. in 1896.

Towards the end of the past century the fight between the quinine manufacturers and the planters began, due to the fact that the former by mutual agreement succeeded in maintaining the price for quinine while depressing that paid for the bark, with the result that cultivation was practically run at a loss to the planters. It was as a measure of protection by the latter that the Bandoeng factory was established in 1897, and, in connection with a feeble attempt by the Javanese planters to form a ring, the prices were stabilised for a time. However, it was only in 1913 that a sufficiently powerful organisation of the planters was formed, which enabled them to meet the quinine manufacturers and enter into a regular contract with the latter. According to the terms of this contract the planters engaged themselves to deliver their produce exclusively to a syndicate, the total amount of quinine sulphate, in the form of bark, being fixed annually, and the amount to be supplied by each planter was established in accordance with his total production. The minimum price to be paid to the planter was fixed at 5c. per unit, when the price for quinine was 16.80 florins per kilo., or under; if the price of quinine rose above this figure, the excess was equally divided between the manufacturer and the planter. A specified amount of bark was allotted to the Bandoeng factory, and the remainder was to be sold by auction at Amsterdam. This contract was made for a period of five years, and its execution was entrusted to a board consisting of three representatives of the manufacturers and three of the planters, who together appointed a chairman. Pharmaceutical barks were excluded from the application of the terms of this contract.

With the outbreak of the war the German factories, with an annual production of approximately 200,000 kilos. of quinine sulphate, were excluded from participation, and their share of bark was taken over by the remainder of the participating parties. However, towards the time when the contract was expiring, owing to the continuation of the war the English factories were unable to participate, and consequently the new contract, concluded in

y 1918, included only the Bandoeng and the two Dutch colonies.

This new contract has been exhaustively dealt with in THE CHEMIST AND DRUGGIST, but even in Java, as has been pointed out (C. & D., September 6, 1919, index no 1001), complaint has been made of the secrecy which attended this step. One of its provisions concedes the planters a voice in fixing the price of quinine, and in the latter stands at 20 florins, or below, three-fifths allotted to the planters; if above that figure, the sum is divided equally between the manufacturers and planters. Further, the planters are empowered to produce a crude alkaloid, and to supply the latter to the manufacturers in the place of bark; owing to the war the Bandoeng factory has enlarged its equipment so that it now deal with an annual output of 480,000 kilos. of quinine sulphate. As the contract was made while the war was in progress, it contained a provision to the effect that the three factories should receive for the duration of the war an annual allotment of 70,000 kilos. of quinine sulphate for the Dutch, Dutch Indies, and neutral markets, while 440,000 kilos., partly in the form of bark, were allotted to the Allies, to be claimed in Java.

This contract runs till 1923, and as it regulates the share in 95 per cent. of the world's production of cinchona, Java planters possess *de facto* the monopoly of this drug, "a monopoly which Great Britain is seeking to move by promoting the cultivation of cinchona in British India, while, on the other hand, steps are being taken to increase the supplies from South America." Therefore Dr. A. Groothoff ("Algem. Landbouwweekbl. v. ed. Indie," August 8, 1919) urges the planters in Java not to abuse their privileged position, and points out that even at 3c. a unit cinchona cultivation is a profitable undertaking in Java, but not so in other countries, and behoves them not to hold out any inducement to its cultivation elsewhere. In 1872 the world's consumption of quinine was estimated to amount annually to 70,000 kilos., in 1894 to 300,000 kilos., and at present it is about 9,000 kilos. Its use is increasing owing to the organised measures now undertaken to combat malaria, which are likely in the near future to be further extended by the opening up of new fields for its use, as in China and in Africa.

## Summer Outings

### Motor-drive to Worcester

THE annual excursion of the employees of Martyn's Stores, Ltd. (manufacturing chemists), Wolverhampton, took place on August 19, when a journey was made by motor charabanc to Worcester, where the Cathedral was visited. During the brief wait for tea, dancing and music enlivened the proceedings, and afterwards the party went up the river by steamer. Wolverhampton was reached about 10.30 p.m., after a successful day's outing.

### Bath Pharmacy College Outing

On August 17 students of the Bath and West of England College of Pharmacy arranged an outing to Cheddar and Weston-super-Mare. The party, accompanied by Mr. and Mrs. W. Cooper, left the college by charabancs, passing through a charming part of Somerset to the Cheddar Gorge, and visiting the caves, through which the party were conducted by guides. Continuing the drive, Weston-super-Mare was reached in time for tea. The remainder of the evening was agreeably spent on the sea front and at the "Fun of the Fair" on the Old Pier.

THE Rotherhithe and District Traders' Association has passed a resolution recommending that money distributed by boards of guardians should be compulsorily spent in the borough to which each board belongs.

"AND THE LITTLE LESS . . .!"—A chemist passing along a street in a Northern town recently overheard the following remark by the "daily help": "I like Mr. A—, he looks such a gentleman; but he isn't you know; he's only a chemist."

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

### Local Reports

#### ENGLAND

**Birmingham.**—Mr. J. F. Liversage, F.I.C., Ph.C., in his quarterly report, describes as "very unsatisfactory" the results of the analysis of insurance prescriptions. By arrangement with the Committee, 29 prescriptions were taken to 24 different panel chemists to be dispensed, and 12 of the medicines, procured from 8 different chemists, did not comply with the prescriptions. He then gives details of the discrepancies in compounding, which in some cases led to prosecutions under the Sale of Food and Drugs Acts. (C. & D., August 26, p. 307.)

**Radnorshire.**—At a meeting, on August 18, of the Insurance Committee, it was reported that the cost of prescriptions in the county was above the average, but that was partly accounted for by the fact that stock prescriptions are not adopted in the county, and that larger bottles of medicine are supplied on account of the distances of patients from chemists.

**Salford.**—The protest of the Salford Chemists against the revised rate of remuneration which came into operation on May 1 (C. & D., July 15, p. 94), was supported by the Insurance Committee at a meeting on August 24 on the recommendation of the Medical Benefit Sub-Committee.

**Smethwick.**—At a recent meeting of the Insurance Committee, checking reports were received from the West Midlands Joint Committee for October, November, and December, 1921, showing that the percentage of error for these three months was 0.02. Three additions were made to the list of panel chemists. In consequence of the opening of a shop at Bearwood, the Pharmaceutical Committee submitted a revised "rota"; each chemist will open on one Wednesday evening in five. Application from the Pharmaceutical Committee for a statutory levy of £15 to meet the administrative expenses of the Committee for the year 1922 was approved. The Panel Committee recommended that a revised formulary, which had been circulated to each practitioner and chemist on the medical list, be approved.

### Inquiry about a Medical Practitioner

THE Report made by an Inquiry Committee appointed by the Minister of Health to investigate the representation made by the London Insurance Committee against Dr. Carroll O'Sullivan, of 20, Highbury Crescent, N., having been considered, the Minister has decided that Dr. O'Sullivan should not be removed from the Medical List, but his direction is that the Insurance Committee's costs should be paid by Dr. O'Sullivan, and he will withhold £100 from the exchequer grant payable to the Insurance Committee in respect of medical benefit, to be recovered from Dr. O'Sullivan by deduction from his remuneration. Dr. O'Sullivan's conduct in the treatment of a patient, as disclosed by the findings of the Inquiry Committee, was held to be quite inconsistent with the observance of a proper standard of medical service for insured persons.

#### SCOTLAND

### August Drug Tariff

The following are the alterations for August in the Insurance Tariff authorised by the Scottish Board of Health :

Anthem, flor., 7d. oz.; atropin. sulph., 5s. 7½d. dr.; butyl-chlor. hyd., 1s. 10½d. oz.; calcin. lact., 6d. oz.; chloral. formamid., 2s. 4d. oz.; ext. belladon. liq., 1s. 6½d. oz.; ext. glycyrrh. liq., 4d. oz.; guaiacol. carb., 2s. oz.; lin. bellad. meth., 4d. oz.; methylsulphonate, 2s. 7d. oz.; ol. caryoph., 1s. 10½d. oz.; cl. menth. pip., 2s. 2d. oz.; potass. acet., 2½d. oz.; pulv. lobel. co. (B.P.C.), 4d. oz.; sapo moll., 2d. oz.; scammon. res. pulv., 1s. oz.; tereben., 5d. oz.; tinct. card. co., 3d. oz.; tinct. guaiaci. ammon., 7½d. oz.; tinct. lobel. aether., 8d. oz.

## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling and the like. Qualities of chemicals, drugs, oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

### 42 Cannon Street, E.C.4, August 31

THE political situation and the chaotic condition of the European exchanges continues to exercise a prejudicial effect on Mincing Lane business, both as regards home and export trading. The few features of the week include a sharp advance in menthol, owing to a small demand for consumption on a depleted market; another spurt has taken place in Japanese mint oil, and the higher rates for American peppermint are fully maintained. Mercury has advanced further, owing to spot scarcity. Chamomiles are difficult to operate in, owing to the high prices asked; and senega is nominal in the absence of business. Coriander seed is firmer. The opium market is disturbed by the renewal of hostilities between Turkey and Greece, but spot prices are unchanged at the moment. Shellac is inactive, and still tending downwards.

| Higher     | Firmer         | Easier                   | Lower                     |
|------------|----------------|--------------------------|---------------------------|
| Acetone    | Cloves (Zan.)  | Anise (star) oil         | Coconut oil               |
| Cassia oil | Coriander seed | Bergamot oil             | (Cey.)                    |
| Menthol    | Mint oil (Jp.) | Cinnamon-leaf oil (Cey.) | Cream of tartar (c.i.f.)  |
| Mercury    | c.i.f.)        | Citric acid              | Groundnut oil             |
| Pitch      | Turmeric       | Coconut (desic.)         | Ionone, 100%              |
|            |                | Cottouseed oil           | Linseed oil               |
|            |                | Hen yolk                 | Methyl                    |
|            |                | Hexamethylene            | anthraniilate             |
|            |                | Lemon oil                | Musk, artificial (c.i.f.) |
|            |                | Lemongrass oil (c.i.f.)  | Naphtha (solvent)         |
|            |                | Methylene, blue (med.)   | Neroli oil                |
|            |                | Paraffin scale           | Nickel sulphate           |
|            |                | Pepper                   | Resorcin                  |
|            |                | Potash caustic           | Safrol                    |
|            |                | Potash chlorate          | Stellac                   |
|            |                | Sodium chlorate          | Soda caustic              |
|            |                | Sodium nitrite           | Tallow                    |
|            |                | Tartaric acid            | Vanillin                  |

### Cablegram

NEW YORK, August 30.—Business is quiet. Mandrake (*podophyllum*) root has advanced to 15 c., and hydrastis (golden seal) to \$3.35. Oregon balsam is higher at \$1.50. Morphine and codeine salts are dearer. Morphine sulphate is \$5.35, alkaloid \$6.70, hydrochloride \$5.35, codeine alkaloid, \$7.30, sulphate \$5.35, and phosphate \$5.50 per oz.

### Crude Drugs, etc.

ANTIMONY.—The general tone is very steady, but there is not much business. English regulus ranges from £27 to £29 10s. for ordinary, according to quantity, and special brands vary up to £31 10s. Foreign to arrive is held for £23 to £23 5s., although business was done recently at slightly below the lower figure. Crude is slow and nominally worth £15, and £14 15s. for August-September shipment.

CAMPHOR (CRUDE) is unaltered at 3s. 4d. per lb., and September-October shipment is 2s. 11d. c.i.f.

CAMPHOR (REFINED).—Japanese 2½-lb. slabs are quiet, with sales at 3s. 6d. per lb. on the spot, and for September-October shipment 3s. 3d. c.i.f. is quoted.

CHAMOMILES.—The position of the Belgian new crop is unchanged, and the market is still a difficult one to operate in.

COCOA BUTTER.—Prime English on the spot is 1s. 7d. per lb. in not less than one ton lots.

COD-LIVER OIL.—Our Bergen correspondent writes, on August 28, that the market is dull and nominal at about 100s. per barrel c.i.f. London for finest steam-refined medicinal Lofoten oil.

GLUCOSE.—Guaranteed water-white for August-September delivery is quoted at 28s. per cwt., duty paid, landed terms.

GLYCERIN.—English makers' current price of double-distilled s.g. 1.250 is on the basis of £82 10s. per ton in 10-cwt. drums for 5-ton lots on contract, and £92 10s. per ton is quoted for tins and cases. This reduction was made on June 1.

HEN YOLK continues dull, Chinese (1½ per cent. boric acid) offering at 100s. per cwt. on the spot, at 90s. afloat, and at 87s. 6d. c.i.f. for September-November shipment. Dried yolk is 6d., sprayed whole egg 8½d. to 8½d., and native dried whole, 6d. per lb. Prime Chinese hen albumen is 3s. 2d. spot, and September-November shipment is 2s. 11½d. per lb. c.i.f.

INSECT FLOWERS.—Genuine Dalmatian are quoted at 196s. per cwt. for open, 208s. for mixed, and 228s. for closed, c. and f. London.

IPECACUANHA is quiet, with Matto Grosso offered at 7s. per lb., Minas at 6s. 9d., East Indian at 6s. 6d., and Cartagena at 7s. 9d. per lb. An arrival of Matto Grosso, valued at £1,750, has taken place from Monte Video.

MANNA.—Large flake is offered at 6s., small at 3s. 6d. and sorts at 2s. 6d. per lb., ex wharf, London.

MENTHOL.—The extremely small spot stocks mostly in one hands, and steady buying by consumers, has led to a sharp advance, sales of Kobayashi-Suzuki having been made at from 25s. to 30s. per lb. on the spot, the latter being the closing price on Wednesday evening. The sales to arrive include afloat at 25s. c.i.f., August-September shipment at 23s. to 24s. c.i.f., and September-October shipment at 24s. 6d. c.i.f. No arrivals have taken place to the London market for a lengthy period, and the offers from Japan relate to small lots only.

MERCURY.—There were rather sharp successive advances in the price, chiefly due to the increased difficulty experienced of late in placing orders. As we have remarked on several occasions, for some weeks past there has been a steady drain from the stocks which were held in second hand, and the market is now extremely bare. In fact, very few dealers appear to have small lots left at their disposal, and thus find it practically impossible to meet the needs of their regular customers. This is a very striking state of affairs, remembering that London was the leading world's centre for the handling of this product until the earlier part of this year. The market is now chiefly described as nominal by people who had no difficulty in doing business from day to day in the past. Very little mercury worth mentioning has come into this country for some time past, and local scarcity is thus the dominant factor. For this, the arbitrary policy of Spanish and Italian producers to retain the market absolutely in their own hands is entirely responsible, and the price is thus apt to become inflated. On the other hand, the progress of production seems to leave much to be desired under inflated costs. The demand in America has been more lively of late at hardening prices, stocks having been eaten into greatly, partly due to speculative buying, based on the prospective much increased duty, which is destined to stimulate production. The latest quotation is about £12 10s. to £12 15s. per bottle.

OLIBANUM.—Pale drop is offered at from 85s. to 100s. good garblings at from 50s. to 60s., and siftings at 70s. per cwt.

OPIUM.—The London market for Turkey druggists is unchanged at 1s. 1d. per unit. In view of the resumption of hostilities between Turkey and Greece in Anatolia (one of the chief opium-growing districts), there is likely to be a stoppage of supplies from the Interior to the coast, and it is difficult to say what will happen until the full position has developed.

CONSTANTINOPLE, August 22.—During the period of August 8 to 22 the following arrivals have taken place:—Druggists', 905 cases; "softs," 262 cases; Malatia, 33 cases; or a total of 1,205 cases. The stock for this period was 321, 12 and 91 respectively, making a total of 424 cases. Sales during the fortnight were as follows: 26 cases "druggists'" at 1,100 piastres per oke for old crop and 875 to 950 per oke for new. The greater part of these purchases have been effected by speculators, for actual prices are found to be considerably reduced. It is realised also that buying orders for Japan always exist, although buyers for this country

not be on the market. At Smyrna there has been sold during the fortnight more than 120 cases at from 800 to 10 piastres, according to quality. The market closed on August 1. We insert under the heading "Arrivals" sales made by speculators in order to keep a more exact account of the market.

The August issue of the trade journal of the British Chamber of Commerce of Turkey and the Balkan States reports that there was little activity during the first fortnight of the month, and the fall reported at the end of the month continued, so that good quality druggists sold in Constantinople at a little over 900 piastres. Smyrna fell to an even lower level. During the middle of the month the resuming centres suddenly started buying, and prices were shed up in the space of a few days. During the last week 100 piastres was paid for good druggists. Sales amounted to about 270 cases, against 130 cases arrivals, of which a large quantity consisted of new crop, leaving a stock of some 5 cases at the end of the month. The new crop generally of very inferior quality and the percentage of morphine low. Should the demand over the next year continue as at present, we may see a considerable rise in opium in view of the small stocks available in Constantinople and in Smyrna, and the small yield of the new crop. Stocks of old crop in Anatolia cannot be as great as was expected, as amongst recent arrivals there have been large quantities of new crop.

SENEGA is quite nominal at 4s. per lb. on the spot. SHELLAC is without interest, and the market has an easy undertone, with the usual standard T N orange quality offering at from 31s. to 320s. per cwt. on the spot; fine seconds orange is 380s. to 390s. and superfine 40s. to 470s.; R L I 420s., A C cakey 320s., and G A L 40s. Futures are lower, with sellers of October at 265s. and December at 270s.

STARCH PRODUCTS.—No. 1 Japanese farina is dull at 1s. per cwt. on the spot, and for October-December shipment 21s. 6d. c.i.f. is quoted. Dutch is 19s. per cwt. or new crop for December shipment, and the spot value 26s. English rice starch crystals are £44, and Continental £33 10s. per ton. American maize starch powder 15s. per cwt.

STRAMONIUM LEAVES.—Foreign, of 1922 crop, are offered at 26s. per cwt. f.o.b. Hamburg.

TURMERIC is firmer, with Madras finger offering at from 32s. 6d. to 35s. per cwt., the latter for fair sound. Bengal finger is quoted at from 20s. to 25s., and Cochin split bulbs at 18s. per cwt.

WAX CARNAUBA is steady, with fatty grey offering at 1s. and chalky at 82s. per cwt. on the spot.

WAX, VEGETABLE.—Japanese is plentiful on the spot, and the market is flat at about 85s. per cwt.

#### Seeds, Spices, etc.

ARROWROOT is scarce; fair to good manufacturing St. Vincent is quoted at from 5d. to 5½d. per lb., and grocery at from 5½d. to 7½d.

CASSIA LIGNEA continues quiet, with selected offering at 45s. per cwt. and broken at 33s. on the spot.

CLOVES.—Zanzibar are firmer, with spot sales of fair at from 1s. 3½d. to 1s. 4d. per lb. New crop to arrive for October-December shipment has been sold at 7½d. per lb. c.i.f.; November-January shipment is 7½d. c.i.f. The week's statistics show a London stock of 2,670 bales against 5,446 in 1921 and 17,503 in 1920.

COCONUT (DESICCATED) is dull and easier, with sales at 33s. to 32s. 6d. for fine and medium Ceylon on the spot. For afloat 31s. c.i.f. is quoted, and the value of September-October shipment is 32s. 6d. c.i.f.

PEPPER is easier, with sales of fair black Singapore on the spot at 3½d. per lb. September-November and October-December shipments are quoted at 3½d. per lb. c.i.f. basis fair. Fair Tellicherry is 4½d. on the spot. Alleppy 4½d., and Lampung 4½d. on the spot. Tellicherry to arrive is 42s. c.i.f. and Alleppy to arrive 41s. c.i.f. White Muntok is easier at 6½d. on the spot. September-November and October-December shipment is 6½d. c.i.f., d.w. White Singapore is 6d. on the spot and 5½d. c.i.f., d.w., for September-November shipment.

SEEDS.—The following are current spot quotations: Spanish ANISE is not now available on the spot. Russian is 71s., and Black Sea 67s. per cwt. CANARY SEED is inactive. Mazagan is quoted at 92s. 6d. per quarter,

Larache at 73s. 6d., and Spanish at 110s. CARAWAY SEED.—Dutch is very scarce and dearer at 90s. to 95s. per cwt. Morocco is also higher at 75s. for sound. CORIANDER SEED is firmer; a good trade is passing and stocks are getting low. Sound is 35s. per cwt.; wormy is obtainable at from 16s. 6d. to 25s. as to quality. CORIANDER SEED.—At auction on Wednesday 1,000 bags wormy Morocco sold at from 12s. 6d. to 15s. per cwt. without reserve. CUMIN SEED is very scarce. Maltese is 115s. per cwt., good Morocco 105s., and inferior 95s. DILL SEED is 25s. per cwt. FENNEL SEED is 57s. 6d. per cwt. LINSEED.—Moroccan is quoted at 23s. c.i.f. London. Manchurian HEMP SEED is 14s. 6d. per cwt. MUSTARD SEED is 30s. to 35s. per cwt. for good English yellow. Sound FENUGREEK SEED is scarce at 20s. per cwt.

#### Essential Oils

AN active demand has been experienced for cassia oil, which is dearer, and Japanese mint, which is very firm on the spot. Sicilian oils are quiet, lemon and bergamot being offered more cheaply without arousing much interest. Star anise is quiet, and easier offers are made for shipment. Ceylon cinnamon-leaf and Cochin lemongrass are also cheaper for shipment. French neroli is lower. Aromatic and synthetic chemicals are offered at varying prices; spot quotations are occasionally favourable compared with c.i.f. offers to which the duty is to be added. Ionone 100 per cent., safrol, and vanillin are cheaper. Artificial musks are cheaper for forward delivery.

ANISE (STAR).—"Red Ship" is weak at about 2s. 3d. per lb. on the spot. The price to come forward is easier at 2s. 2d. to 2s. 2½d. c.i.f.

BFRAGAMOT is cheaper. On the spot sales of 37 to 39 l.a. have been made down to 13s. per lb., but up to 14s. 6d. has been paid for fine quality. The c.i.f. price is from 13s. to 14s.

CAMPHOR.—White essential oil is unchanged at 78s. to 80s. per cwt. Brown has been scarce on the spot, and over 80s. is reported paid. The price to arrive is 65s. c.i.f. for white and 60s. c.i.f. for brown.

CASSIA has been in good demand, and sales of 80 to 85 per cent. c.a. have been made up to 5s. 3d. Holders quote 5s. 6d. per lb., and there are buyers at 5s. 3d. No definite offers appear to be coming forward from Hong-Kong at present, and it is stated that the market there is bare of supplies, owing to the unsettled state of the Interior.

CINNAMON.—Ceylon leaf is quiet at 4½d. per oz. on the spot. The price to arrive is easier at 3½d. c.i.f.

CITRONELLA.—Ceylon on the spot is unchanged at 2s. 6d. per lb., for drums. Shipment now afloat is quoted at 2s. 3½d. to 2s. 4d. landed terms and 2s. c.i.f. to arrive. Java is unchanged at 2s. 10½d. on the spot and 2s. 8½d. to 2s. 9d. c.i.f. to arrive.

CLOVE.—English distillers' price is 9s. 6d. per lb. Second-hands are quoting from 8s. 6d. to 9s.

EUCALYPTUS.—Prices are steady at from 1s. 4½d. to 1s. 6d. per lb., according to percentage of cineol. The "Barrabool" has brought 282 cases, 6 casks from Melbourne.

GERANIUM.—Bourbon is steady at 22s. 6d. to 23s. per lb., on the spot. Drum lots are obtainable at 22s. in some directions.

LAVENDER.—French is offered on the spot at 13s. to 13s. 6d. per lb., for 36 per cent.; 14s. to 14s. 6d. for 38.

LEMON.—On the spot, prices are easier at from 2s. 8d. to 2s. 11d. per lb. The demand is slack, and very cheap offers have not proved attractive to buyers. For shipment about 2s. 7d. to 2s. 8d. c.i.f. is quoted.

PALERMO, August 18.—The demand from abroad has, on the whole, been very slack throughout the summer, and the inactivity has gradually depressed our market, despite the efforts of local holders to keep up their figures. During the last few weeks some holders have been more inclined to listen to bids. The position is still uneasy, because the prices actually paid do not represent current market values, and whenever there are special requirements for prompt delivery sellers often succeed in forcing buyers to meet their demands.

LEMONGRASS.—Cochin lemongrass is unchanged at 2½d. per oz. on the spot. For shipment the price is easier at 2½d. c.i.f.

**LINALOE.**—Mexican wood oil is unchanged at 11s. 6d. to 12s. per lb., on the spot.

**MINT.**—Japanese dementholised Kobayashi-Suzuki is firm at 6s. 9d. per lb., on the spot. Good business has been done up to this figure. Offers for shipment are irregular, but 6s. 4d. c.i.f. is reported paid. For September-October shipment 6s. 1d. c.i.f. is wanted for outside brands.

**NEROLI.**—Much lower prices are ruling for French oil (bigarade), new crop, which is obtainable on the spot at 25s. per oz.

**ORANGE.**—Sicilian sweet is unchanged at from 11s. to 12s. per lb., on the spot, according to sellers. For shipment 10s. 6d. to 11s. c.i.f. is quoted according to seller. West Indian is steady at 10s. 6d. on the spot.

**PEPPERMINT.**—The prices to come forward are very firm at from 15s. to 15s. 6d. c.i.f. for American tin oil, but, on the spot, 14s. 6d. to 15s. would be accepted.

**PETITGRAIN.**—On the spot 7s. 6d. per lb. is about the value, which will be shaded for quantity.

#### Aromatic and Synthetic Chemicals, etc.

**AMYL SALICYLATE** is quoted at 3s. 6d. per lb., on the spot. **AUBEPINE**, straw colour is 9s. 6d. per lb. on the spot, good quality is 10s. c.i.f., duty extra. **BENZYL ACETATE** and **BENZYL BENZOATE** are quoted at 2s. 6d. to 3s. per lb., on the spot. **BROMSTYROL.**—While spot sellers quote 7s. to 8s. per lb., the price to arrive is 6s. c.i.f., duty extra. Up to 9s. is quoted for **CINNAMIC ALDEHYDE** (foreign-made) from cassia oil; for synthetic 5s. is quoted. **COUMARIN** is steady at from 10s. 6d. to 11s. 6d. per lb., on the spot. **CITRONELLOL** from Bourbon geranium oil is 38s. per lb.; from Java citronella, down to 22s. is quoted on the spot. The price to arrive of first quality is 22s. 6d. c.i.f., duty extra. **EUGENOL** is offered at 11s. to 12s. on the spot. **HELIOTROPINE** on the spot is quoted at from 5s. to 6s. per lb., but forward prices are much higher at 6s. 6d. c.i.f., duty extra. **IONONE 100%** is offered cheaper on the spot in some directions at 25s. per lb., upwards, but replacement prices are generally higher, about 23s. to 25s. c.i.f., duty extra. **ISO-EUGENOL** is obtainable at from 17s. 6d. to 18s. per lb., for spot. Spot holders of **METHYL ANTHRANILATE** offer cheaper at 6s. to 6s. 6d. per lb.; the price to arrive is on the higher level of 5s. 6d. c.i.f., duty extra. **METHYL BENZOATE** to come forward is 2s. 6d. per lb. c.i.f., duty extra. **METHYL SALICYLATE** is steady at 2s. 2d. to 2s. 4d. as to quantity on the spot. The following are current spot quotations for **MUSKS**: **AMBRETTE**, 57s.; **KETONE**, 50s.; **XYLOL**, 11s. 6d. Prices for shipment are cheaper: **AMBRETTE**, 40s.; **KETONE**, 32s. 6d.; **XYLOL**, 8s. to 8s. 6d. c.i.f., duty extra. **NEROLIN** to come forward is offered at 2s. per lb., for bromelia and 2s. 6d. yara-yara, c.i.f., duty extra. **PHENYL ACETIC ALDEHYDE** is quoted on the spot at 19s. to 20s. per lb., for shipment 15s. c.i.f., duty extra. **SAFROL** is cheaper at 3s. per lb., in 28 to 56-lb. drums, and 2s. 11d. for cwt lots or on the spot. **TERPINEOL** is quoted at 2s. 3d. to 2s. 6d. per lb., on the spot. For shipment prices are generally much higher. **VANILLIN** is cheaper at 32s. 6d. to 33s. per lb.

#### Pharmaceutical Chemicals, etc.

REPORTS to hand vary from a continuance of slow business to a slight improvement. On the week there are few changes in prices of any material importance. Citric and tartaric acids are somewhat easier. Bromides remain dull and weak features. Owing to the collapse in the German rate of exchange many chemical dealers (including a number of unscrupulous exporters) are quoting much below the German makers' prices, and this tended to demoralise the market with a "panicky" feeling to liquidate stocks. Subsequently with a rally in the rate of exchange, there was less disposition to sacrifice goods. The German Treasury has endeavoured to stop the rot, and has placed an embargo on all imports of raw materials, only absolute necessities being allowed in.

**ACETANILIDE** holds at 1s. 4d. per lb., but less would be accepted for quantities.

**AMIDOL.**—Foreign make is selling at from 9s. to 9s. 6d., and metol at 12s. 6d. per lb.

**AMIDOPYRIN** seems a little steadier after recent reductions in price but is still quiet in demand at 16s. per lb.

**AMMONIUM BENZOATE** is unchanged at 4s. per lb. on a flat market.

**ASPIRIN** is steady with a fair seasonable demand at 2s. 10d. to 3s. per lb.

**BARBITONE** is generally quoted at 9s. per lb., but buyers are hard to find.

**BENZALDEHYDE** (.03), is quite steady at 3s. per lb., with occasional business.

**BENZOIC ACID** is unchanged on a slow market at 1s. 6d. to 1s. 9d. per lb.

**BENZONAPHTHOL** remains on offer at 4s. 9d. to 5s. per lb., with little doing.

**BETANAPHTHOL (RESUBLIMED).**—The market holds at the rate last quoted—1s. 10d. per lb.

**BROMIDES.**—The position has not improved—there being still plenty on hand with but a small demand. Values are unsteady and still tend to weaken. Ammonium, 10 $\frac{1}{2}$ d. to 10 $\frac{1}{2}$ d. Potassium, crystals and granular, 8 $\frac{1}{2}$ d. to 9d. sodium crystals and granular, 8 $\frac{1}{2}$ d. to 9d. per lb. The German makers quote 1s. 6d. per kilo for potassium, but in the present demoralised state of the market many cheaper-priced lots have been exported to this side from dealers.

**CALCIUM LACTATE** is well held at 2s. 2d. to 2s. 3d. per lb. with an occasional demand.

**CHLORAL HYDRATE** is quoted at about 4s. 6d. to 4s. 9d. per lb. for duty paid, with business at slightly less.

**CITRIC ACID.**—Spot values have been weak, and the quotation to-day is about 2s. 2d. per lb., less 5 per cent. Forward offers are coming to hand at about 2s., less 5 per cent. c.i.f. Supplies on hand are plentiful, but there is practically no demand.

**COCAINE.**—Hydrochloride varies from 14s. to 14s. 6d. per oz. on the spot as to quantity and ex Continental works, makers' quote 12s. to 12s. 6d. in quantity.

**CREOSOTE.**—B.P. holds steady at 2s. 9d. to 3s. per lb. on a quiet market.

**CREOSOTE CARBONATE** is weak and flat at 10s. per lb. as quoted.

**GUAIACOL CARBONATE** is unchanged and steady at 8s. 6d. per lb.

**HEXAMINE** on spot is steady and level on the week at 2s. 10d. to 3s. per lb. German makers' prices are unchanged, good quality alcoholic crystals guaranteed fresh from the works, offering at 2s. per lb. f.o.b. Hamburg, including export licence. It is reported that there is a lot of inferior quality in powder form in Germany offered by unscrupulous dealers.

**HYDROQUINONE** continues neglected on spot with the market inclined to weaken from the quotations of 4s. to 4s. 3d. per lb.

**MERCURIALS.**—In the present chaotic conditions in the rate of exchange German makers' prices are a matter of negotiation, and no exports are taking place to this side.

**METHYL SULPHONIAL** is offered at 15s. per lb., with sales difficult at that rate.

**METHYLENE BLUE.**—Medicinal is in slight demand at about 20s. per lb.

**PARAFORMALDEHYDE** is quoted at 3s. per lb., with buyers looking for cheaper rates.

**PARALDEHYDE** stands steady and is in fair demand at 1s. 5d. to 1s. 7d. per lb., with 1s. 3 $\frac{1}{2}$ d. quoted for cases.

**PHENACETIN** is maintained at 5s. per lb., but there has not been much doing.

**PHENAZONE** holds at 7s. per lb., and the market has livened up a little.

**PHENOLPHTHALEIN** is rather firmer at about 4s. per lb., at which price it cannot be replaced.

**PIPERAZINE** from spot holders is quoted at 3s. 9d. per oz., with sales generally at a cheaper rate.

**POTASSIUM PERMANGANATE.**—B.P. crystals, as quoted at 9d. per lb., is easy.

**POTASSIUM SULPHOGUAICOLATE** remains idle, and is quoted at 5s. 6d. per lb.

**RESORCIN** is cheaper on a dull market at 6s. 3d. to 6s. 6d. per lb.

**SALOL** is now a steady market at from 1s. 10d. to 2s. per lb.

SODIUM BENZOATE remains level on the week at 1s. 5d. to 7d. per lb., with one cwt. lots offering at 1s. 3d. Conditions are unchanged in Germany, with makers unable to meet prices ruling on this market. They quote 1s. 6d. lb. for sodium and 1s. 10d. per lb. for benzoic acid quantity f.o.b. Hamburg.

SODIUM SALICYLATE stands at last week's cheaper rates, though a fair business passing; powder, 1s. 10d. to 2s.; tablets, 1s. 10d. up to 2s. 2d. per lb.

SULPHONAL remains sluggish, and is offered at 14s. 9d. 15s. per lb.

TANNIC ACID.—Leviss is maintained on a steady market 3s. 3d. per lb.

TARTARIC ACID on spot has moved in buyers' favouring the week, and material is plentiful, with the mand light; about 1s. 3½d. per lb., less 5 per cent., d slightly less for large lots; forward prices quoted f.o.b. show up at about the same rates.

THYMOL is nominal as quoted by spot holders at from s. to 22s. per lb.

### Industrial Chemicals, etc.

London, August 30.

A tone of this market continues quiet, and a number of products are slightly easier. The few products that are meeting with a good demand are firmly held. The demand in the home market seems to be gradually improving, but the export trade is as unsatisfactory as ever. ACETIC ACID is unchanged on the week, with rates at level figures. There is a good demand for material as it arrives. 80 per cent. technical, £39; 80 per cent. pure, 45; 98 per cent. glacial, £67 10s. per ton, in casks and mijohns, ex wharf, London.

ACETONE has experienced a sharp and considerable advance and with spot and near at hand supplies cleared the market is very firm at the quoted rate of £85 per ton or British Government specification.

ALUM has had a little better sale, with home and export rates at £13 10s. to £14 10s. per ton for lump.

AMMONIA (ANHYDROUS) is dull and easy as quoted at s. 9d. per lb. for 99.95 per cent.

AMMONIUM CHLORIDE is steadier at unchanged rates of 1s. 6d. to 32s. per lb., but there is very little doing.

AMMONIUM SULPHATE.—Last week's export prices hold good, with the market firm at £17 to £17 10s. per ton.

ARSENIC is exceedingly firm under a lack of supplies. First-hand sellers want about £44 per ton delivered London, and so far as can be ascertained, there is not much to be got from dealers at £1 or so below that figure. The representatives of Grecian producers continue to get inquiries which they are unable to entertain, as the latter are well sold ahead. Imports are very small.

BARIUM CHLORIDE is offering on spot in small lots at £21 to £21 10s. per ton, but the demand is light.

BLEACHING POWDER (35 to 37 per cent.) has livened up a little, with home demand being met at about £12 per ton; export quotations are about £1 a ton more.

COPPER-SULPHATE.—Outside factors incidental to the political troubles have tended to further check new export business, and there is plenty of competition for the few orders reported. The nearest quotations between which business is being done are £26 10s. and £27 10s., according to makers and brand.

CREAM OF TARTAR is meeting with no great demand when offered at about 110s. less 2½ per cent., and some offers may be a shade less; forward quotations are down to about 100s. cwt. c.i.f. net.

EPSOM SALTS stand steady and in some little demand at £6 5s. per ton, for commercial quality.

FORMALDEHYDE on the spot is in small supply, with holders firm at £70 per ton for 40 per cent. volume material.

GLAUBER'S SALT is steady on a quiet market at £5 per ton for commercial quality, in single bags.

NICKEL SULPHATE.—Makers are now quoting the following reduced prices: Export, single and double salts, £47 per ton, f.o.b., home trade, single and double salts, £47 per ton, delivered.

OXALIC ACID is inclined to be firmer, but so far quoted at 7½d. per lb.

POTASH CAUSTIC (88 to 92 per cent.) is easier on spot,

and makers are also quoting at a cheaper rate—on spot, £29 to £29 10s. per ton; makers' price £29 per ton.

POTASSIUM BICHROMATE has been fairly active, with the price generally quoted at about 6½d. per lb.

POTASSIUM CHLORATE is easier and is meeting with some demand at 4½d. per lb.

POTASSIUM PRUSSIATE continues to be well inquired for, and what is available is firm at 1s. 6d. per lb. and upwards; red, 4s. 6d. to 4s. 9d. lb.

SAL AMMONIAC continues quiet, and prices seem unsteady and weak; dog-tooth crystals, 52s.; medium-sized crystals, 47s. 6d.; fine white crystals, 32s.

SALTCAKE is steady and in fair demand for export; quotations are in the neighbourhood of £4 5s. to £4 10s. per ton, f.o.b.

SODA ASH (58 per cent. light alkali) seems of little interest. Quotations for spot are unchanged at: London, £9 5s., and Manchester about £8 5s. per ton. Makers' price for home trade stands at £7 17s. 6d. per ton.

SODA CAUSTIC.—Dealers have made a further reduction in their offers ex wharf, shipping port, to 70 to 72 per cent., £20; 76 to 77 per cent., £22 per ton. British makers' prices for domestic consumers on contract are: 70 to 72 per cent., £20 5s.; 76 to 77 per cent., £22 5s. per ton. Makers' export prices vary as to destination.

SODA CRYSTALS hold steady at £5 15s. per ton for home trade only in bags, carriage paid to destination from makers. Spot quotations are round about £6 ex store.

SODIUM ACETATE is steady at unchanged rates of £23 10s. to £24 per ton.

SODIUM BICARBONATE from British makers for home trade only is £10 10s. per ton, in bags, delivered. Spot is offering at about £10 15s. to £11 per ton.

SODIUM CHLORATE has been in fair demand, and quotations are down to about 3½d. per lb.

SODIUM HYPOSULPHITE from British makers is quoted at: Photographic, £18 10s.; and commercial, at about £12 5s. for home trade only. Spot pea crystals are irregular owing to the uncertainty as to their liability to duty on importation; about £19 10s. is asked on spot.

SODIUM NITRATE continues very neglected, and is at the cheaper rates of £3 10s. to £14 per ton.

SODIUM NITRITE has eased off to about £29 per ton for 100 per cent.

SODIUM PRUSSIATE on the spot is scarce with good inquiry about; firm at 11½d. and upwards per lb.

ZINC OXIDES.—Makers report their prices are maintained and good business coming through; B.P., £43; white seal, £38 10s. per ton, f.o.b. makers' works.

CCAL TAR PRODUCTS, ETC.—With the exception of pitch, which has advanced to still higher rates and stands firm, the market shows no material alteration, with business on the slow side. PITCH is now quoted on a very firm market at the higher rate of 85s. per ton. ANILINE OIL AND SALT remains lifeless and nominal at 1s. per lb., packages free. PURE METHYL ALCOHOL has improved and stands firm at £65 per ton, ex wharf, London. CRESYLIC ACID remains firm at 2s. 4d. per gallon, naked, at makers' works. CREOSOTE OIL is unchanged at 6d. per gallon. CARBOIC ACID CRYSTALS are firm on spot at 5½d. per lb. PYRIDINE is steady at unaltered rate of 5s. 9d. per gallon. HEXAMETHYLENE is easier at 2s. 10d. to 3s. per gallon on a dull market. NAPHTHALENE is steady on a quiet market at £17 per ton. Crude, £4 to £7; crystals, £15; powder, £16; balls, £24; candles, £34; tablets, £34 per ton, packages free.

### Fixed Oils, etc.

THE last few days of August brought no improvement in the volume of business transacted in this market. Without exception, a quiet tone continues, and in many cases material reductions in rates have been made. ACID OILS.—Last week's easier rates are so far maintained with the market dull: coconut, 36s.; palm-kernel, 36s.; groundnut, 36s. CASTOR OIL.—There is no change in prices, ex mills Hull; pharmaceutical, 57s.; first pressings, 52s.; second pressings, 50s., in not less than one ton lots. COCONUT OIL.—Ceylon is now quoted at the cheaper price of 38s.; deodorised at 47s., and Cochin at 44s. are unchanged on a quiet market. COTTONSEED OIL.—With the market flat throughout the week deodorised is maintained at 47s., and other grades are considerably easier at—

common edible, 43s.; soapmaking, 40s., and crude, 37s. **GROUNDNUT OIL**.—A further cheapening of rates is recorded, with the market still dull. Deodorised, 53s.; crude Oriental, 46s. **LINSEED OIL**.—The market has continued in a "slumpy" condition, the much reduced export demand, and the limited home outlet, together with the unsettled and depressed state of the seed market, sufficiently explain the big fall which has taken place, especially in view of the general depression in seed-oils. India has been also a free seller following on the cutting of prices in the River Plate. Possibly the fall is being a little overdone, although rather heavy quantities of seed are now afloat. Business has been extremely light, and at the close the market was inclined to be irregular. Raw, naked, on spot, 36s.; September-December, 33s.; January-April, 32s. 6d. Hull, on spot, 37s.; September-December, 33s.; January-April, 32s. 6d. Boiled linseed oil has moved in sympathy with raw oil to 39s. **PALM-KERNEL OIL**.—The quiet tone reported last week continues, with values unchanged, but inclined to weaken slightly: Deodorised, 46s.; crude, 38s. **PALM OIL**.—At the much cheaper rates given, the market closes dull and weak. Lagos, 32s.; softs, 30s.; hards, 30s. 6d. **RAPE OIL** is dull and unchanged; refined about 53s., and crude, 47s. **SOYA BEAN OIL**.—There has been no improvement in demand, and quotations are level on the week: Deodorised, 47s.; crude, 40s. **TURPENTINE (AMERICAN)**.—Quoted prices are being maintained fairly well, and on the week there is very little difference, but so far as business is concerned the market is almost inactive. On spot, 94s.; September-December, 94s. 6d. Total visible stocks stand at 12,200, compared with 17,000 same time last year when the price quoted on spot was 63s. 6d. Reports relating to the position in the United States are as optimistic as ever, suggestions being made that in view of the brighter American trade prospects, demands there are bound to be pressed on the market sooner or later, although consumers profess to be indifferent.

**LUBRICATING, MINERAL, BURNING OILS, ETC.**.—Business continues on small lines only. Solvent naphthas are quoted at cheaper rates, and other products are unchanged but by no means steady. **BENZOL** is unchanged, but has been in slightly better demand at 1s. 11d. per gallon, f.o.r. makers works in buyers packages. **BURNING OIL**.—Crude, No. 3, 8½d.; No. 2, 8d. per gallon, barrels free; the rates quoted are level with the market flat. **FUEL OIL** unchanged, with but little doing. 905 to 910 gravity, £4 2s. 6d., and 950 gravity at £3 5s. per ton, ex tank. **NAPHTHA** continues steady, with occasional business at 1s. 10d. per gallon. **SOLVENT NAPHTHAS** are cheaper. 90 to 160 is down a point to 1s. 11d. per gallon, drums extra, and heavy solvent naphtha 90 to 190 is offering at 1s. 10d. per gallon, drums extra. **PARAFFIN WAX AND SCALE**. Wax stands steady at even rates of 2½d. to 3d. per lb., according to melting point. Scale is slightly easier at 1½d. for white 122° to 124° F. on spot, and 1½d. c.i.f. Yellow is easier at 1½d. for prompt shipment. **PETROLEUM OILS** are unchanged. American standard white, 1s. 4d.; water white, 1s. 5d. per gallon. **PETROLEUM JELLIES**.—The slightly easier rates stated last week are being maintained on a dull market; snow white, £64; white B.P., £61 10s.; yellow, from £24 to £43; red v., £19; ruby red, £21; dark stiff green, £18 10s., ex wharf, London, barrels free. **SPECIAL OILS**, for Diesels and motors, remain steady and quiet at 10d. per gallon, barrels free. **WHITE OILS** are unchanged. Special No. 1, £43; No. 1, £39 10s.; No. 1a half white, £35; drums free. No. 2 half white, £28; barrels free, all ex wharf, London. **LUBRICATING OILS**.—There is nothing of importance to report.

### French Chemical Market

Paris, August 26.

THE utter collapse in the value of the mark very severely disturbed the chemical products market, and this has decidedly restricted the outlet for export. Numerous dealers and trading concerns lately made some effort to make the most of the low value of the mark before the German trading houses were able to adjust their prices for various products in line with the changed conditions. The former were reported to have bought large quantities of such products as potash salts, dye material, synthetic pharmaceutical products, etc. German interests have been disposing of

their stocks, but decline to commit themselves on forward contracts. In some cases prices rose appreciably further, it is stated, not sufficiently to cover the depreciation in the mark. Some houses have been apparently trying to introduce the practice of dealing in sterling currency and no longer in marks, while thus securing the benefit accruing from oscillations in the rate of the mark. Under the influence of the dumping of German goods at all sorts of prices, a certain number of the domestic products have been materially weakened, which has had the effect of considerably curtailing the run of business therein, especially in view of the slowing down in new enterprise incident to the holiday season. Some of the current market prices are given below:—

|                                    | Kilo (except where otherwise stated). | Kilo (except where otherwise stated).                  |
|------------------------------------|---------------------------------------|--|
| Ammonium carb.                     |                                       |  |
| Engl., per 100                     |                                       |  |
| Kilos ..                           | 170 to 180 fr.                        | 725 fr.  |
| Antimony, white oxide pulv. ..     | 1.50 fr.                              | 12 to 13 fr.   |
| Antipyrine ..                      | 520m                                  | 95 to 115 fr.  |
| Arsenic, white pulv. ..            | 2.10 to 2.15 fr.                      | Phenacetic .. 550m.                                    |
| Benzonaphthol (lb.) ..             | 6s.                                   | Phenolphthalein .. 40m.                                |
| Bismuth salicylate ..              | 57 fr.                                | Potass. bromide .. 8.00 fr.                            |
| Bismuth sub-nitrate ..             | 55 fr.                                | Potass. caustic, 88-92°, Engl., a ton ..               |
| Boric acid cryst. ..               | 3.15 to 3.30 fr.                      | £32 to £33   |
| Caffeine (lb.) ..                  | 15s. to 16s.                          | Potass. chlor. .. 235 fr.                              |
| Chloral hydrate ..                 | 12.50 fr.                             | Potass. iodide .. 90 fr.                               |
| Chloroform ..                      | 10 fr.                                | Potass. nitrate ..                                     |
| Citric acid ..                     | 12 to 13 fr.                          | (per 100 kilos) 140 to 145 fr.                         |
| Cocaine hydro-chlor. ..            | 1,350 fr.                             | Potass. permang. 7 to 7.20 fr.                         |
| Codine ..                          | 1,190 to 1,200 fr.                    | Pyramidon .. 1,850m.                                   |
| Copper sulphate (per 100 kilos) .. | 135 to 140 fr.                        | Quinine sulphate .. 3.30 fr.                           |
| Creosote (lb.) ..                  | 3s.                                   | Sodium arsen. .. 2.75 fr.                              |
| Digitalin cryst. (gram) ..         | 125 fr.                               | Sodium bicarb. 0.55 to 0.60 fr.                        |
| Formic acid, chem. pure ..         | 3.50 to 4 fr.                         | Sodium borate .. 2.20 fr.                              |
| Glycerophosphate, lime (lb.) ..    | 7s. to 8s.                            | Sodium sulphate .. 0.20 to 0.18fr.                     |
| Glycerin ..                        | 4.50 fr.                              | Sodium benzoate .. 55m. to 60m.                        |
| Guaiacol cryst. ..                 | 65 fr.                                | Sodium caducyate .. 130 fr.                            |
| Iodoform ..                        | 120 fr.                               | Sodium methyl arsenate .. 6,000 fr.                    |
| Magnes. sulphate ..                | 1.20 fr.                              | Sodium salicylate .. 180m.                             |
| Menthol (lb.) ..                   | 22s.                                  | Sodium phosphate .. 0.98 to 1.10 fr.                   |
| Methyl salicylate (lb.) ..         | 2s.                                   | Salicylic acid .. 165m.                                |
|                                    |                                       | Sulphuric acid ord. (per 100 kilos) .. 15 to 25 fr.    |
|                                    |                                       | Sulphuric acid, pure (per 100 kilos) .. 150 to 160 fr. |
|                                    |                                       | Tartaric acid, p.wd. cryst. .. 7 to 7.50 fr.           |

### Japanese Agar Agar

THE agar agar market rules strong, judging from a Toki report dated July 9 and published in the "Oil, Paint and Drug Reporter." It is claimed that supplies are small and will be exhausted before new production reaches the market. When producers finished operations in March 1922, the output was found to have been curtailed to approximately 50 per cent. of normal. To this was added a large holdover stock from the 1920-1921 season. Despite the combined stocks, it is said that supplies available have been subnormal. To further reduce the ready stocks, early this year about 1,000 packages were allowed to rot in the warehouse yards at Osaka. A similar loss of 1,000 packages just reported from Shinshu. Demand from Europe and some Far Eastern countries has expanded. The larger consumption needs, plus small production and loss by damage, is the basis for primary markets' expectation of exhaustion of supplies before the 1922-23 crop is ready in March, 1923.

### A Boom in Civet

ACCORDING to an advice from the American Consul, C. M. Cross, to Washington, dated August 9, the civet market in Aden during the last three months has experienced a boom. The demand has increased, the available supply is large than it has been for a number of years, and there has been no decline in price. The increase in supply is ascribed to the stagnation of the Abyssinian hide market, which has made it necessary to seek other articles of export for the purchase of necessities. While the yield of civet from captive cats in the vicinity of Shankalla and Malaga has not increased, very satisfactory results have been obtained from the hunting of wild cats. The bulk of shipments are sent directly from Djibouti; those from Aden almost all go in small lots by parcel post. One large shipment, made recently to the United States, amounted to 1,107 oz., value at \$1,681, compared with 664 oz., valued at \$720 during the same period last year. These figures do not include small parcel post shipments. The present prices are Rs. 6 per oz. for pure civet, and Rs. 2 to 4 per oz. for adulterated.



ters for this section should be written on one side of the paper only. The writer may adopt an assumed name for purposes of publication, but he must in all cases furnish his real name and address to the Editor.

#### Doctors and The Dangerous Drugs Act

SIR.—It will be interesting to see how the doctors are prevented from prescribing morphine, etc., for their own use. Short of a personal bodyguard or personal attendant I do not see how it is to be done. And at about pharmacists, dentists, and others? Is it proposed to prevent a chemist prescribing for himself  $\frac{1}{4}$  gr. morphine or using a little cocaine for a tooth? I have self been a sufferer from a laryngeal cough for many years, and was advised to take linctus limonis (3j.) three or four times a day. I got into the habit of taking a dose this only at bedtime—say, 3ij. or 3iv. Sometimes I have taken syr. codeinæ in place of it, and occasionally a glass of hot toddy—hora somni—answers the purpose of ease and rest. On giving up active work some time ago I equipped myself with the necessary medicamenta, and my first-aid cupboard contains scales, weights, and measures, and in a separate compartment a few of the more powerful drugs. And why not? If I still continue to make up my own medicine, I venture to say I am not in this by any means. The law people seem to have got the idea that no one can take certain drugs without becoming a mental and physical degenerate. This absurd Act must have caused a deal of suffering to many innocent patients all over the country. A point in my own case is that I take the dose when I want and when it does most good—and less than actually prescribed.—Yours truly,

PHARMACIST RETIRED (29/8).

#### Payment for Developing and Printing

SIR.—The experience of "Scotus" (C. & D., August 19, 1920), whose customers left their photographic work to be developed and printed without calling for it, must, I should think, be rather exceptional, as I have generally found that amateur photographers are very keen to get their prints back. I have never been in any establishment where cash with order was demanded for this work, and, looking through my records, I find that only two customers have failed to turn up in the last three years. It would, of course, be possible to take cash with order, but it might lead to a little confusion in some cases. When the order is for developing only the amount to be charged is fixed, but when both developing and printing are required the case is not so simple.—Yours faithfully,

PHOTOKION (28/8).

#### Training and Examination

SIR.—The multiplication of subjects in examinations is, as "Xrayser II." points out (C. & D., August 19, 1920, p. 285), an inducement to cramming, and therefore to a superficial knowledge which is generally lost as soon as the desired certificate is obtained. To multiply the subjects for the Qualifying examination of the Pharmaceutical Society, even although accompanied by the modern innovation of referred subjects, would be to make it more of a gamble than such examinations are at present. As to apprentices, in my apprenticeship days there was not much conscience attached to their employment; they were openly engaged from the point of view of cheap labour. With possible exceptions, apprentices had no training; they fell into the work by tradition, and gained their skill by the constant repetition of operations such as pill-making in bulk, plaster-spreading, emulsions for stock and so on, none of which is done at the present time in the pharmacy itself. Remembering my own early struggles on this account, I prefer not to take an apprentice at all rather than to inflict similar conditions on a young fellow just commencing.—Yours faithfully,

SELF-TAUGHT (26/8).

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers, and brief notes on business and practical topics, especially new ideas

#### Italian Warehouse Goods

E. B. (22/8) asks if any of our subscribers can give the benefit of experience in handling Italian warehouse goods, particularly in middle- and working-class suburbs.

#### Appreciation

Three months ago I noticed the same advice given to another correspondent as that given to — this week. I acted upon it, and was successful in saving enough to pay my subscription to the C. & D. for a few years ahead. . . . I look forward to the post on Friday morning. Twenty shillings well invested.—C. D. (28/8).

#### Warning

Mr. G. A. Mallinson, secretary of the Retail Pharmacists' Union, informs us that a member in the North of England lately bought shampoo powders for cash from someone who said he represented a firm with the address "Old Bond Street, London, W.1." The purchase was made on the understanding that there was to be a house-to-house advertising campaign, and that advertising matter would be supplied. This promise has not materialised, and no reply has been received by the chemist to a letter he has sent to the address given.

#### A Currency Query

The article entitled "Out of the Rut" (C. & D., August 19, p. 280) brought back to me memories of pre-war days when I covered a good deal of the ground mentioned. I have not been across the water since the Armistice, but have been wishing to have a Continental trip again: the one thing which has largely deterred me has been the money question. As I understand it, each town or locality in France and Belgium issues its own paper money for small amounts, which is not accepted at the next stopping-place; if this is so, it is extremely awkward, unless one can afford to do without the small change. Perhaps "G. B. D." can reassure your readers on this matter.—Continental (26/8).

## Legal Queries

"Ajax" and H. C. (28/8).—The use of such titles as "manufacturing chemist" is legal if the business carried on is entirely wholesale.

J. M. B. (26/8).—The safety limit for opium in Dangerous Drugs Act preparations is correctly given in *The Chemist and Druggist Diary*, 1922, as  $\frac{1}{10}$  gr. per 5 gr.

M. R. (25/8).—Consult the C. & D. Card (published at 1s.) for particulars of preparations affected by the Dangerous Drugs Act, and see also C. & D., II., 1921, p. 304.

A. T. (25/8) was recently tenant of a house and shop. During the tenancy he installed six electric light fittings which he left upon the premises upon giving up possession as the landlord agreed to buy them at a price of £1 each. Now that "A. T." has handed over the premises the landlord refuses to pay for the fittings. What can "A. T." do? ["A. T.'s" only remedy is to sue the landlord for the amount he agreed to pay for the fittings.]

Perplexed (28/8) engaged an assistant in June, 1920. In August, 1921, the assistant was away for a fortnight's holiday, and he has just left after giving the requisite notice terminating the engagement. Is the assistant entitled to any payment on account of the fact that he has not had a holiday this year? [In the absence of a special agreement to the contrary, the assistant is not entitled to compensation on the ground that he has not had a holiday.]

*H. P. T.* (26/8) occupies a shop under a ten years' lease, which will expire in January next. Is it necessary for the landlord to give notice if he requires "*H. P. T.*" to quit the premises at the end of the term? [Unless the lease provides to the contrary, the tenancy will cease automatically, without notice, at the end of the ten years' lease, when "*H. P. T.*" will have to vacate the premises. If he wishes to renew his tenancy he should approach the landlord.]

*Milton* (28/8) asks whether it is obligatory to pay his salary to an assistant who is away from work on account of illness, even if the assistant is insured under the National Health Insurance Acts. [An employer is bound to pay the salary of an assistant who is absent through illness until the contract of service has been terminated by the requisite notice. The fact that the assistant may be in receipt of benefit under the National Health Insurance scheme does not affect the employer's liability to pay the full salary. It is, of course, open to an employer to limit, or even remove, his liability in this connection by special agreement between himself and his assistant.]

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*T.B.* (28/8).—RECOVERING SILVER FROM FIXING BATH.—See *C. & D.* II., 1921, p. 646.

*B.S.* (28/8).—HONEY AND FLOWERS.—See *C. & D.* I., 1922, p. 668.

*J. B.* (16/8).—The only thing we can suggest for uneven tanning by the sun is to use calamine lotion before exposure. Nothing is of any use afterwards.

*W. F.* (22/8).—Anton's table for diluting sulphuric acid to definite specific gravities was given in the *C. & D.* I., 1920, p. 32.

*S. H. T.* (26/8).—So far as we are aware, there is no copy in English of the Belgian pharmacy laws. A treatise was published in 1912, but it is now out of print; it would, if obtainable, have been out of date owing to the introduction of many important laws since 1919. These have been published (in French) in the "Journal de Pharmacie de Belgique."

*P. D. S.* (24/8).—REMOVING EMULSION FROM FILMS.—This is essentially a matter for original experiment. The question of the suitability of a diluted hydrochloric acid cannot be answered in general terms, as the composition of the films varies to a degree which must seriously qualify any consideration. Some films would not be appreciably affected by any reasonable treatment with acid, while others certainly would, unless the acid were used with caution.

*P. & B.* (17/8).—(1) KEEPING FLIES OFF MEAT.—The powder you send appears to consist entirely of powdered borax, which is occasionally used *per se*, but such powders as a rule consist of (1) boric acid and borax equal parts, or (2) boric acid three parts, sodium bicarbonate one part.

(2) GLYCERIN AS A PRESERVATIVE.—You do not state the nature of the substance to be preserved, but aqueous glycerin solutions should not generally contain less than 25 per cent. of glycerin, and up to 50 per cent. is occasionally used for preserving vegetable extracts.

*R. T.* (17/8).—PRESERVING MINNOWS AS BAIT.—The liquid you have sent is an aqueous solution of glycerin, which is present in the proportion of between 33½ to 50 per cent. We are unable to find any indication that saffron has been employed as a colouring agent, and we are inclined to suggest that annatto is the actual substance used. You are no doubt aware that solution of annatto is very serviceable as a fish dye, and a glycerin aqueous solution will probably impart the golden colour desired. The amount of annatto required may be adjusted from the colour of your original sample.

*S. W. V.* (16/8).—INFLUENZA MIXTURE.—The following is Influenza Mixture, P.F. 41:

|                        |     |     |          |
|------------------------|-----|-----|----------|
| Ammon. brom.           | ... | ... | 3x.      |
| Quininae               | ... | ... | 3iiss.   |
| Ac. sulph. dil.        | ... | ... | q.s.     |
| Ac. hydrobrom. dil.    | ... | ... | 5j. 3vj. |
| Ess. camph. (1 in 32)  | ... | ... | 3v.      |
| Inf. pruni virg. conc. | ... | ... | 5ij.     |
| Sacch. alb.            | ... | ... | 5iv.     |
| Chloroformi            | ... | ... | 5iss.    |
| Aq. dest. ad           | ... | ... | Oiv.     |

### Misce.

*S. C. C.* (16/8).—PLAQUE OF EARWIGS.—The following poison is recommended by the United States Department of Agriculture:—

|                   |     |     |     |     |        |
|-------------------|-----|-----|-----|-----|--------|
| Stale white bread | ... | ... | ... | ... | 16 lb. |
| Paris green       | ... | ... | ... | ... | 1 lb.  |
| Water             | ... | ... | ... | ... | q.s.   |

Grind the bread in a meat-mincing machine and mix the Paris green with it while dry. Add enough water to make a mixture which will run through the fingers. The addition of cheap honey increases its effectiveness. This should be spread broadcast, just after dusk, in gardens and on lawns near vines and shrubs. If the infestation is heavy, applications for about ten days may be necessary. Warm evenings should be selected if possible. Probably it would be dangerous to fowls.

Other measures recommended are a nicotine and soft-soap wash for spraying on foliage; an inverted flower-pot mounted on a short stick and packed with fine shavings or hay; and, when the insects invade indoor premises, a 1-in. band of a sticky substance round doors and windows. To be quite effective the campaign against the earwigs should be begun in May, or, at any rate, early in the summer.

*Alrepo* (29/8).—PRICE OF MIXTURE.—The following is the pricing of the prescription you send on the *C. & D.* system:

|                     |     |         |      |
|---------------------|-----|---------|------|
| Tr. nucis vom.      | ... | mlxxii. | 1.5  |
| Ext. ergotæ. liq.   | ... | 5vj.    | 13.0 |
| Calcii lactat.      | ... | 5ij.    | 2.0  |
| Glycerin.           | ... | 5iss.   | 4.0  |
| Aq. menth. pip. ad. | ... | 5vj.    | 4.0  |
| Dispensing oncost   |     |         | 8.0  |
| Container           | ... |         | 2.5  |

55.0

Charge, 2s. 11d.

## Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," September 14, 1872

Mr. John Cargill Brough, F.C.S.

It is with no mere official expressions of sorrow that we record the death of Mr. Brough, who for ten years was editor of this journal. For a long time past we have all been assured that he could not remain with us long, but his own unvarying cheerfulness and patience partially veiled the truth from us, and so, when at last the news came of his death we seemed almost startled at its suddenness. We will not in this notice allude to Mr. Brough's many talents; it would be out of place for us to do so. On another page we print a tribute to his memory, written by one of his closest friends, which well shows how many-sided his character was. All who knew him loved him. He possessed a really singular power of attracting respect and affection. His own home was always his centre, and very beautiful his home life was; but wherever he went, and in all his occupations, it was only necessary to be associated with him for never so short a time and the charm had affected all who surrounded him. As Principal Librarian of the London Institution, he had attained a position of honour, and one for which his talents eminently fitted him. He gave all the energy of his nature to his work, and was fully recognised by all the proprietors as the right man in the right place. Those who heard his juvenile lectures on "Magic" last Christmas-time, and saw the hundreds of happy little faces that crowded around his platform, will have some notion of the mysterious influence whereby he won so many friends. He battled bravely with the disease which was stealing on him, and medical skill drew out the slight thread of his strength to its utmost attenuation.

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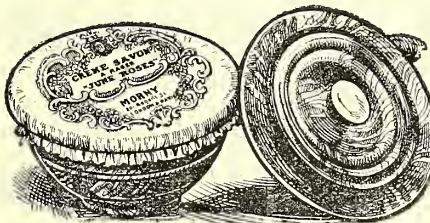
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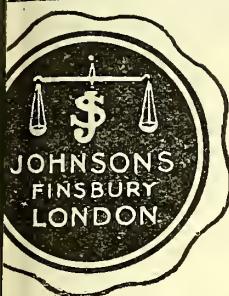
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" Citric, 7 lbs. @ 2/10 lb.  
" Hydrobromic Dil., 6 lbs. @ 1/- lb.  
" Salicylic, 7 lbs. @ 1/10 lb.  
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Adcps Benz., B.P., 28 lbs. @ 1/3 lb.  
Ammon. Brom., 7 lbs. @ 1/4 lb.  
" Carb., 28 lbs. @ 6d. lb.; 7 lbs. @ 1/4 lb.  
Autin. Nig. Pulv., 7 lbs. @ 5d. lb. [7d.  
**B**als. Copaiba, 44 lbs. @ 2/4 lb.; 7 lbs. @ Bismuth, Carb., 3 lbs. @ 13/7 lb. [2/9 lb.  
Bismuth, Subnit., 3 lbs. @ 11/8 lb.  
**C**affeine, Pur., 1 lb. @ 19/- lb.  
Caffeic Cit., 1 lb. @ 14/6 lb.  
Calcii Lactas., 1 lb. @ 3/6 lb.  
Camphor Flor., 5 lbs. @ 5/6 lb.  
" 2-oz. tabs., 7 lbs. @ 5/11 lb.  
Chlorodyne, 5 lbs. @ 3/6 lb. [ @ 4/7 lb.  
Chloroform, Pur., 8 lbs. @ 4/- lb.; 6 x 1 lb.  
Cream Tartar Pulv., 7 lbs. @ 1/5 lb.  
**D**ec. Senegae Conc., 6 lbs. @ 4/- lb.  
**E**seriue Sulph., 15-gr. tubes @ 3/8 each.  
Ess. Lemou Opt., 6 x 1 lb. @ 4/4 lb.  
Ext. Bellad. Vir., 7 lbs. @ 7/4 lb.  
" Cascara Liq., P.B., 9 lbs. @ 2/4 lb.  
" Ergot. Liq., P.B., 5 lbs. @ 8/- lb.; 1 lb. @ 8/3 lb. [ @ 14/- lb.  
" Ipecac. Liq., B.P., 5 lbs. @ 13/6 lb.; 1 lb.  
" Glycyrrh. Liq., B.P., 6 lbs. @ 3/4 lb.  
**F**erri Ammon. Cit., 7 lbs. @ 3/4 lb.  
" Quin. Cit., 16 oz. @ 11d. oz.  
**G**lycerine Opt., D.D., 1,260 P.B., 1 cwt. @ 105/6 cwt.; 56 lbs. @ 110/6 cwt.; 12 lbs.  
Guaiacol Carb., 1 lb. @ 12/6 lb. [ @ 1/2 lb.  
Gum Acacia sorts, 3 cwt. @ 75/6 cwt.; 1 cwt. @ 80/- cwt.; 7 lbs. @ 10/2d. lb.; English Ground Powder, No. 1, 1 cwt. @ 160/- cwt.; 7 lbs. @ 1/7 lb.; No. 2, 1 cwt. @ 1 cwt. @ 5/- lb.  
**H**examethylene tetramine, 1 lb. @ 5/- lb.  
Hyd. Ammon., 7 lbs. @ 6/3 lb.  
" Oxid. Rub., 7 lbs. @ 6/6 lb.

**I**yd. Prcchlor., 7 lbs. @ 5/4 lb.  
" Subchlor., 7 lbs. @ 5/10 lb.  
" Buchu Conc., 5 lbs. @ 3/8 lb.  
" Calumba Conc., 5 lbs. @ 1/5 lb.  
" Caryoph. Conc., 5 lbs. @ 2/- lb.  
" Cinchon. Acid Conc., 5 lbs. @ 3/- lb.  
" Rhei Conc., 5 lbs. @ 3/- lb.  
" Seuega Conc., 5 lbs. @ 3/8 lb. [lb  
Iodoform Pulv., 7 lbs. @ 24/- lb.; 1 lb. @ 24/6 lb.  
Iodium. Resub., 7 lbs. @ 20/6 lb.; 1 lb. @ 20/6 lb.  
In. Bellad. Menth., 5 lbs. @ 3/11 lb. [21/- lb.  
" Camph. P.B., 9 lbs. @ 2/1 lb.  
" Saponis Meth., 9 lbs. @ 1/9 lb.  
" Tereb. P.B., 5 lbs. @ 1/7 lb.  
" Tereb. Acct., 5 lbs. @ 2/2 lb.  
Liq. Ammon. Acet., 1-7, 6 lbs. @ 1/- lb.  
" Bismuth Am. Carb., 6 lbs. @ 1/6 lb.  
" Morph. Mur. or Acet., 5 lbs. @ 3 9 lb.  
Lithia Cit., 1 lb. @ 11/- lb.  
**M**agnes. Sulph., 1 cwt. @ 17/- cwt. [oz.  
" Menthol. Cryst., 5 lbs. @ 27/6 lb. [ @ 10/- lb.  
" Morph. Mur. or Acet., 16oz. @ 8/10 oz.; 1 oz.  
**O**l. Anisi, E.I., 16lbs. @ 2/10 lb.; 5lbs. @ 3/- lb.  
" Ol. Cassia, 16lbs. @ 6/2 lb.; 5lbs. @ 6/8 lb.  
" Caryoph., 5 lbs. @ 9 9 lb.  
" Eucalypt., P.B., 1 cwt. @ 1/10 lb.; 28 lbs. @ 1/11 lb.; 9 lbs. @ 2/2 lb.  
" Menth. Pip. Wayne, 10 lbs. @ 17/6 lb.; 1 lb. @ 18/- lb.  
" Menth. Pip. Japau, 5 lbs. @ 8/- lb.  
" Morrhua, 1921, 2 galls. @ 6/6 gal.  
" Olive, P.B., 2 galls. @ 9/6 gall. [11d. lb.  
" Ricini Insp., 88 lbs. @ 84/- cwt.; 9 lbs. @ Wintergreen, Art., 5 lbs. @ 3/6 lb.  
Oxymel Scilla, B.P., 5 cwt. @ 62/6 cwt.; 1 cwt. @ 67/6. 7 lbs. @ 10d. lb.  
**P**araff. Molle Flav., B.P., 3 cwt. @ 42/6 cwt.; 1 cwt. @ 52/6 cwt.; 28 lbs. @ 7 1/2 lb.; 7 lbs. @ 8 1/2 lb.  
Pepsin, B.P., 1 lb. @ 17/6 lb. [ @ 1/- lb.  
Petrol. Jelly Alb., 3 1/2 cwt. @ 90/- cwt.; 28 lbs. Phenacetin, 1 lb. @ 7/3 lb.  
Phenazone, 1 lb. @ 10/- lb.  
Potass. Acetas, 28 lbs. @ 1/8 lb.  
" Bicarb., 7 lbs. @ 10 1/2 d. lb. [1/2 lb.  
" Bromid., 1 cwt. @ 1/- lb.; 7 lbs. @ Citras., 7 lbs. @ 3/6 lb.

**P**otass. Iodid., 3 lbs. @ 17/6 lb.  
" Permang., 7 lbs. @ 1/1 1/2 lb.  
Pulv. Glycyrh. Co. B.P., 56 lbs. @ 100/- cwt.; 7 lbs. @ 1/- lb.  
**Q**uinin. Sulph., 250z. @ 2/6 oz.; 40z. @ 2/8. " Hydrochlor., 25 oz. @ 3/6 oz. 4 oz.  
" @ 3/8 oz.  
**R**ad. Calumb., 1 cwt. @ 21/- cwt.; 7 lbs. @ " Jalap., Pulv., 7 lbs. @ 2/10 lb. [4d. lb.  
" Rhei. E.I., Pulv., 7 lbs. @ 4/6 lb.  
Resorcin., 1 lb. @ 10/- lb.  
**S**acch. Ust., 10 lbs. @ 11d. lb.  
" Salol, 7 lbs. @ 3/- lb.  
Soda. Bromid., 7 lbs. @ 1/4 lb.  
" Hyposulph. Parv., 1 cwt. @ 27/- cwt.  
" Salicylat., 7 lbs. @ 2/6 lb. [ @ 6/1 lb.  
Spt. Ether Nit., P.B., 43 lbs. @ 5 8/2 lb.; 1 lb.  
" Ammon. Arom., P.B., 5 lbs. @ 4/2 lb.  
Chloroform, 5 lbs. @ 5/- lb.  
Syr. Aurant., 7 lbs. @ 2/- lb.  
" Ferri Iodid., 7 lbs. @ 1/10 lb.  
" Easton's, 7 lbs. @ 2/- lb.  
" Ferri Phosph. Co., 7 lbs. @ 10d. lb.  
Tolit., 7 lbs. @ 1/1 lb.  
**T**inct. Aurantr., P.B., 5 lbs. @ 15/- lb.  
Tinct. Belladon., B.P., 5 lbs. @ 4/6 lb.; Aquos, 2/- lb.  
Tinct. Benzoini Comp., P.B., 5 lbs. @ 5/3 lb.  
" Camph. Co., P.B., 5 lbs. @ 3/4 lb.  
" Campb. Co., Aquos, 5 lbs. @ 1/6 lb.  
" Cinchon. Comp., P.B., 5 lbs. @ 5/- lb.  
" Digitalis, 5 lbs. @ 4/6 lb.  
" Iodi. Mit., 5 lbs. @ 6/- lb.  
" Iodi. Fort., 5 lbs. @ 8/6 lb.  
" Opii B.P., 5 lbs. @ 4/- lb.  
" Opii Aquos, 5 lbs. @ 3/- lb.  
" Rhei. Co., P.B., 5 lbs. @ 2/11 lb.  
" Rhei. Co., Aquos, 5 lbs. @ 2/11 lb.  
" Valeriana Ammon., P.B., 5 lbs. @ 3/10 lb.  
Zingib., P.B., 5 lbs. @ 5/2 lb.  
Zingib. Fort., 5 lbs. @ 5/9 lb.  
**U**ng. Acid. Boric Alb., P.B., 28 lbs. @ 1/1 lb.  
" Gallic. Opio, P.B., 7 lbs. @ 3/3 lb.  
" Hydarg., P.B., 7 lbs. @ 2/9 lb.  
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LOZENGES  
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CARLTON WORKS,  
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**SULPHUR TABLETS**

7 lb. 1/3; 28 lb. 1/2; 1 cwt. 1/0.

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7 lb. 1/5; 28 lb. 1/4; 1 cwt. 1/2.

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7 lb. 1/3; 28 lb. 1/2; 1 cwt. 1/0.

**HEALTH SALTS.** Standard 4-oz. tins.

3 doz. @ 4/6 doz.; 12 doz. @ 4/- doz.

**EFF. FRUIT SALINE**6-oz. Stoppered Cheltenhams, 3 doz. @ 10/- doz.  
Smart Cartons—12 doz. @ 9/3 doz.**Tablets & Pills of all kinds.**

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ESTABLISHED 1768.

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Codeine pure  
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*A Sure Profit of 20%.*

# Urodonal

Costs you **48/- & 115/2½** per doz.

Sells at **5/- & 12/-**

*It is backed by an extensive advertising campaign. Urodonal is in every home—it has a constant demand. Urodonal stands for clear profits—are you getting your share of these?*

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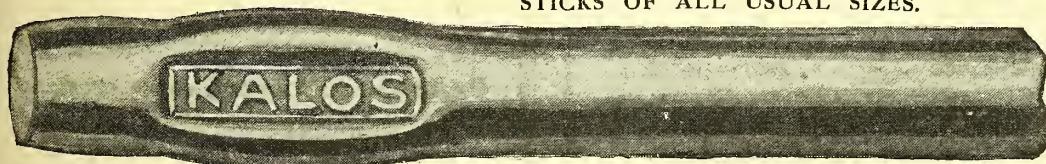
## NURSE HARVEY'S MIXTURE

A safe, simple, and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the retailer has a profitable return on a quick turnover.

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**“KALOS” LIQUORICE JUICE**  
Supreme Quality—Reasonable Price  
STICKS OF ALL USUAL SIZES.



In order to maintain the highest standard of Purity, samples of this Juice are periodically submitted to Mr. Ernest J. Parry, B.Sc., F.I.C., R.C.S., London, for analysis. Buyers may submit samples for analysis of any shipment they may receive at makers' expense.

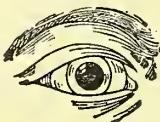


| SIZE. |          |     |     | M.R.P. |     | M.W.P. |
|-------|----------|-----|-----|--------|-----|--------|
| 5 oz. | Trial    | ... | ... | 2/-    | ... | 18/-   |
| 10½ " | Small    | ... | ... | 3/-    | ... | 27/-   |
| 17½ " | Medium   | ... | ... | 5/-    | ... | 45/-   |
| 34½ " | Large    | ... | ... | 8/6    | ... | 76/6   |
| 5 lb. | Hospital | ... | ... | 17/6   | ... | 157/6  |

Prices for IRELAND, CHANNEL ISLANDS, ISLE OF MAN: Less value of stamps, Wholesale and Retail.

For best terms, carriage paid, write to the Sole Agent—

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## SINGLETON'S EYE OINTMENT.

The oldest remedy in existence.  
Founded 1596 and manufactured  
on the present premises for  
240 years.

ON THE LIST OF THE P.A.T.A.

**REDUCED PRICE  
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Retail Price . . . 2/9 per pot.  
Trade Price . . . 25/- per doz.

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**KNOWN ALL OVER THE  
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STANDARD LIQUID  
PLASTER.**

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| 10½ d. Pocket Size...    | ... | ...           | 8/5 doz.     |
| 2/- Medium Size ...      | ... | ...           | 19/2 "       |
| 3/- Physician's Size ... | ... | ...           | 28/9½ "      |

£3 and up Carriage Paid.

Order through your wholesaler or direct

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**J. E. GARRATT,**  
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# Germolene

## The Aseptic Skin Dressing.

**Big Advertising. Big Sales. Big Profits.**

Germolene will be featured very strongly for the rest of the season in the National Press. That is sound business, because it is the natural thing that a skin dressing with all the wonderful possibilities of Germolene should sell best in the summer time. So we ask our customers FOR THEIR OWN SAKES to feature it strongly also. SHOW IT! Make a trial of one display, and then make a note of your extra Germolene sales.

Germolene is the aristocrat of all skin dressings, whether it is looked upon as a business bringer for the chemist or a servant of the public.

***DO NOT FORGET!***

## Dr. Cassell's Tablets.

It is wrong ever to be out of stock of a thing you are liable to be asked for any moment of the day.

## Veno's Lightning Cough Cure.

The season is approaching—the rush will soon be on.

Make a window display of Veno products—enjoy the extra five per cent. discount—and experience the inevitable result—a rush of trade.

|               |                         |               |                                    |
|---------------|-------------------------|---------------|------------------------------------|
| <b>Prices</b> | Small Size (1/3 retail) | 12/5 per doz. | } Cash Discount<br>2½% in 30 days. |
|               | Large Size (3/4 retail) | 30/- , ,      |                                    |

**WINDOW SHOWS.**—For displaying showcards for 14 days we allow an additional 5% (With £100 parcels the cash discount is 5% in addition to the 5% for month's full display.)

**NOTE.—ALL GOODS DELIVERED CARRIAGE PAID, IN FREE BOXES.**

*Sole Manufacturers & Proprietors—*

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## APOLLO

Made by the LARGEST LIQUORICE MANUFACTURERS IN THE WORLD. Pure Concentrated Extract of the Richest Root. Contains no added substance. Very soluble, smooth to the tongue, and entirely free from grit. Made where the root grows, under the supervision of a British staff. Not a sweetmeat, but a High-class Pharmaceutical Article. APOLLO IS VERY RICH IN GLYCYRRHIZIN.



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ESTABLISHED 1857

# Licoricine

ACTS LIKE MAGIC

Sells freely and readily.

|                   | Size.  | Per doz. |   |
|-------------------|--------|----------|---|
| Licoricine        | 10½ d. | 8/6      |  |
| "RED BOTTLE       | 1/3    | 12/3     | <i>"No cases too bad!"</i><br>Trade Mark.   |
| or                |        |          | ESTABLISHED 1854.   |
| ST. PETER'S OIL." | 3/-    | 27/-     |   |

5 % Discount 30 days, on orders of £6.

Licoricine is a popular remedy for Coughs and Colds wherever introduced.

Now is the time to get in your stock.

**MANDALL & Co., LTD.**

Tower Works, NEWCASTLE-ON-TYNE

National Telephone: 143 Central.

## PACKED PILLS ALL KINDS

|      |      |       |      |      |               |      |      |       |
|------|------|-------|------|------|---------------|------|------|-------|
| 2's  | 4/6  | gross | 3's  | 6/-  | gross         | 4's  | 7/-  | gross |
| 6's  | 8/6  | "     | 8's  | 10/- | "             | 10's | 12/- | "     |
| 12's | 16/- | "     | 18's | 18/- | "             | 24's | 27/6 | "     |
| 30's | 39/- | doz.  | 36's | 4/6  | doz., c. Name |      |      |       |
|      |      |       |      |      |               |      |      |       |

Each box is neatly wrapped in fancy coloured paper—looking much smarter than the naked box.

LITTLE LIVER PILLS (40). Glass tubes. Expensive handwritten showcards. 3/6 doz.; 6 doz. 3/3; 12 doz. 3/- doz. 3 gross lots 3d. doz. less. Cheaper formula, 30/- gross.

DOUBLE STRENGTH OCCASIONAL PILLS (2/6) 7/6 doz. Our prices for loose pills are the lowest. Packages and Carriage Free.

SEND FOR SAMPLES AND PRICES.

THE ACTON PILL COMPANY,  
Acton Hill, LONDON, W.3.

## LIQUID BARKOLA COMPOUND

The Well-known Specific for Rheumatism has been on Sale continuously in Great Britain for over 30 Years.

Wholesale 30/- per doz. Retail 3/-

Each bottle (1-oz.) carries instructions to the Chemist to make up to the following Standard Formula—

Liq. Barkola Comp., 1-oz.; Tincture of Gentian, 1-oz.; Syrup of Rhubarb, 1-oz.; Syrup of Ginger, 5-oz.

Chemists charge according to their own scale for dispensing.

**THE BARKOLA CO., Ltd.,**

42 Great Dover Street, London, S.E.1

# EVANS, GADD & CO. LTD.

BRISTOL & EXETER

are offering NO FREE GIFTS, NOR BONUSES, &c.  
But CAN OFFER a variety of lines at special prices:

CRUSHED LINSEED  
EUCALYPTUS OIL  
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EXTRACT of MALT & OIL  
LIN. CAMPH.  
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Book your  
WINTER WANTS  
now.  
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ENQUIRIES SOLICITED

DUTCH  
**Sugar  
of Milk.**  
"THE BEST"

HOLLANDSCHE  
MELKSUIKERFABRIEK  
Amsterdam.

**SUTTON'S**  
(A good name is more than riches.)

**CLOUDY  
AMMONIA**

goes one better than ordinary ammonia in quality—and profit. Recommend it and reap that benefit.

We do not put the label on until the quality is there.

All experienced buyers know that the name of Sutton stands for trustworthiness, uniform high quality, and absolute purity.

Please send for terms:  
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Osborne Works, Brandon Road,  
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# BEECHAM'S PILLS

## WHOLESALE PRICES.

### Beecham's Pills:

|   |    |    |    |    |    |                        |
|---|----|----|----|----|----|------------------------|
| 1s. 3d. size  | .. | .. | .. | .. | .. | 10s. 6d. per doz. net. |
| 3s. 0d. "   | .. | .. | .. | .. | .. | 26s. 6d. " "           |
| 5s. 0d. new size, contains double<br>the quantity of 3s. box, |    |    |    |    |    | 50s. 0d. " "           |

### Beecham's Cough Pills:

|              |    |    |    |    |    |                        |
|--------------|----|----|----|----|----|------------------------|
| 1s. 3d. size | .. | .. | .. | .. | .. | 10s. 6d. per doz. net. |
| 3s. 0d. "    | .. | .. | .. | .. | .. | 26s. 6d. " "           |

Minimum quantity £5 value. Packages FREE. Carriage PAID. CASH WITH ORDER.

Cheques to be made payable to THOMAS BEECHAM, and crossed "Parr's Bank, Ltd., St. Helens."



THE GREAT NERVE FOOD AND FLESH BUILDER.

IRVONA is obtainable from all the usual wholesale houses, or direct, at the following prices—3/- size, 27/- per dozen.

15/- " 135/- " "

"IRVOLAX" (the safe aperient).

1/3 size ... ... ... 12/- per doz.  
3/- " (four times the quantity) 27/- "

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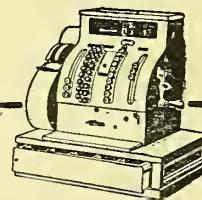
(the safe flesh reducer).

3/- packet ... ... ... 29/- per doz.

Terms Net 30 days, subject to usual trade references.  
For orders under 27/- in value cash with order.

**P. J. WILLIAMS**

Chiswell Chambers, 27 Finsbury Street,  
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Facsimile of attractive 3-colour Showcard supplied FREE with all orders.

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RED BONE MARROW  
LECITHIN  
DIASTASE and  
COLLOIDAL IRON  
Palatably Flavoured.

# ELIXIR RED BONE MARROW

H. H. & CO.

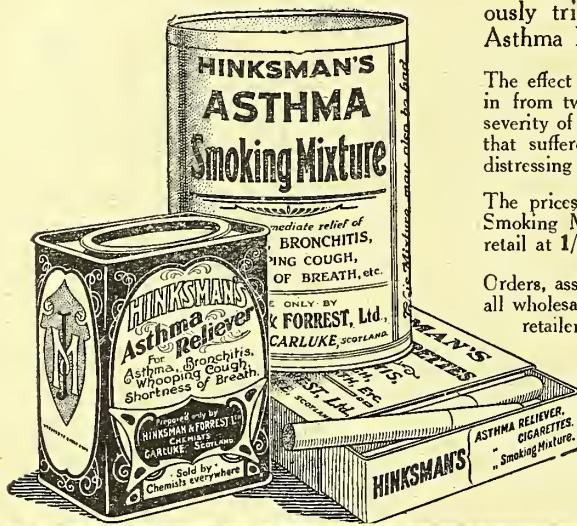
*A Building-up Tonic  
that you can  
confidently recommend.*

| RETAILS | COSTS |
|---------|-------|
| 1/6     | 12/-  |
|         | DOZ.  |

*Special Prices for Bulk Quantities.*

**HOUGH, HOSEASON & CO., LTD.**  
MANUFACTURING CHEMISTS,  
SUN BUILDINGS - - - MANCHESTER.

# Have you any Asthmatical Customers



who have had little or no relief from any remedy previously tried? If so, recommend them to try Hinksman's Asthma Reliever.

The effect of Hinksman's is instantaneous, and it brings complete relief in from two to five minutes. Hinksman's also lessens the number and severity of the attacks, and there is more than sufficient evidence to show that sufferers who use it persistently can take all the sting from this distressing complaint.

The prices of Hinksman's Asthma Reliever are: Powder, Cigarettes, or Smoking Mixture, 14/- per dozen, and 13/- per dozen in gross lots, to retail at 1/6 each. Your profit is fully 26% and 38% on your outlay.

Orders, assorted to meet customers' requirements, are obtainable through all wholesale chemists, or direct from the manufacturers, who guarantee retailers from all loss from unsold or damaged stock.

ON P.A.T.A. LIST.

Free Samples to give to sufferers sent on request.

**HINKSMAN & FORREST Ltd.**  
Manufacturing Chemists,  
CARLUKE - - - SCOTLAND.  
(1)

## Announcing Ki-Uma the new cure for Rheumatism.

A new profit-builder for chemists. Ki-Uma is profitable to handle not only because of the generous margin of profit that is offered to you, but because of the demand that we are building.

Ki-Uma is revolutionizing the treatment of Rheumatic disorders—curing cases that had formerly been discharged as hopeless. Our advertising will tell the story to your public.

Retail price 3/- per box.  
Trade: full P.A.T.A. terms.

Ki-Uma Ltd., Bath, England.

# Ki-Uma

Chemists'  
attractive counter  
display



**Guaranteed Relief  
— or MONEY BACK! \***



For Rheumatism, Lumbago, Neuritis, Gout, Sciatica, and all other Uric Acid Complaints.

A Nationally Advertised Line that pays Retailers 25% on a steady increasing sale. Send now for Special First Stock Parcel: 1 doz. 3/- size, 1 doz. 5/- size,  $\frac{1}{2}$  doz. 12/- size. Any quantity Carriage Paid. Window Display Terms on Application. All Wholesalers stock PHYSIKURATE.

On P.A.T.A. List

*As advertised, any dissatisfied customer will receive money back on applying direct—this saves you from trouble and ensures your recommendation and profit.*

PHYSIKURATE, Ltd., 92a Upper Clapton Road,  
LONDON, E.5.

"**WORKS WHILE YOU SLEEP**"

— HAY'S —

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# FLAVOURINGS

FOR  
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SYRUPS.  
CONFECTIONERY.  
AERATED WATERS.  
FRUIT WINES & CORDIALS.

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| ALMONDS       | GINGER     | PORT WINE    |
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| BRANDY        | PEAR       | SHERRY       |
| CHERRY        | PEPPERMINT | STRAWBERRY   |
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|               | ETC. ETC.  |              |

## PACKED CULINARY ESSENCES

(Almonds, Lemon, Vanilla, Liquid Cochineal, etc.),  
in  $\frac{1}{2}$ -oz., 1-oz., 2-oz., 4-oz., 6-oz., 8-oz., & 1-lb. Bottles.  
Special Quotations for Gross Lots and upwards.

PRICE LIST AND FULL PARTICULARS ON APPLICATION.

**WM. HAY, LTD.,** *Essence Distillers,*  
HULL & LONDON.

Telegrams:  
"Ginger Hull."  
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Codes  
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HEAD OFFICE AND LABORATORIES—HULL, ENGLAND.  
LONDON DEPOT—3 BROWNING STREET, WALWORTH ROAD, S.E. 17.



# Astonishingly Good Results in all cases of Blood impoverishment

Zomogen strikes a new Note in tonic Restorative Foods. For the first time it presents natural haemoglobin with unaltered Vitamins in a palatable form. Digestive disturbances and injury to teeth, so frequently caused by metallic iron, are entirely avoided by Zomogen. It neither causes nausea, nor constipation, and is readily assimilated by invalids and infants.

Actual blood counts have conclusively proved that Zomogen produces astonishing results in all conditions of Anæmia. In Neurasthenia, Debility and Marasmic conditions, it has produced equally striking effects. Experience has proved the special value of Zomogen in hastening recovery after Influenza, Pneumonia and other severe illnesses.

We would emphasise the fact that Zomogen is British throughout.

## **GUARANTEE SALE OFFER.**

**GUARANTEED SALE OR REFUND.** To introduce Zomogen without any possible risk to yourself, we undertake to buy back from you any bottles of Zomogen unsold six months after you have ordered them, and to buy them back at the price you paid, without any deduction whatever.

Send us your order to-day, and you will find that Zomogen is one of the best selling and most profitable lines you can handle.

Wholesale price: 45/- per dozen.  
Retail price: - 5/- per bottle.

# ZOMOGEN

Zomogen Food Products, Ltd., 63, York Place, Edinburgh.

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# Good! it's Mason's!

*Newball & Mason*  
*Nottingham.*

# JENNER'S FOOD for INFANTS AND INVALIDS.

A tried and proved preparation of outstanding merit, which usually succeeds as nutriment when all others have failed.

**The Jenner Food Co. Ltd., Dukinfield, Cheshire.**

# ALL CHEMISTS SHOULD STOCK ABDINE

**THE GOLD MEDAL FRUIT DRINK.**  
Quick Seller. Big Profits. Over 40 years' Reputation.  
"Abdine" is the most popular Health Drink, superior to all Mineral  
Waters. The Original and only genuine Fruit Drink.  
Reduced Price List can be had on application.  
DUNCAN, M'CLASHAN, LTD., ABDINE WORKS, WESTFIELD ROAD, EDINBURGH.

# Dr. Allinson's Food Preparations

**FOR ALL AGES AND CONDITIONS OF HEALTH AT FIRM AND  
PROTECTED PRICES.**

**Food for Babies, Prepared Barley,  
N. F. Cocoa, Biscuits, Wholemeal, &c.**

See Trade Mark "T. R. Allinson" on all our goods—None Genuine Without.

All advertising matter—Booklets, Window Displays,  
Showcards, etc., free on application.

N.B.—Our goods are to be sold only at prices stated upon the Price List we issue to the trade, and we are pleased to exchange any article

which may be out of condition.



## The PERFECT MILK DIET

Advertising  
Material  
Gratis.

Thew, Hooker  
& Gilbey, Ltd.,  
Buckingham.

An adequate stock of HOOKER'S Malted Milk is indispensable to the Pharmacist who caters for medical and popular preference.

This fine preparation—which sells well and shows an excellent profit—is the PERFECT milk diet for one and all: a food in which the entire cream and valuable solids of pure fresh milk are blended with malted cereal extracts, resulting in improved flavour, easier digestibility and greater nutritive power.

**You Cannot Buy Better !**

### MALT EXTRACT MALT & COD LIVER OIL

Ask for  
Samples  
and  
Prices. Also in attractive Containers, with client's own name and address.

JEFFREYS, MILLER & CO., Ltd. Leyland Mills,  
WIGAN.

3  
NEW  
PROFITABLE  
LINES

CAMWAL

Pearlspring Health Salts  
Rubine (The Smokers') Tooth Paste  
Aquaperia Salts (P.A.T.A.)

HANDSOME PROFITS ASSURED. WINDOW DISPLAYS.

*Home and Export Prices and Terms on Application.*

"CAMWAL" Ltd., LONDON, MANCHESTER, BIRMINGHAM, BRISTOL, HARROGATE.  
City Office: 52 Queen Victoria Street, LONDON, E.C.4.

# TRUFOOD

## The £100 LOOK

Will you help yourselves by helping us in our search for the HAPPY "TRUFOOD" £100 Look? To thousands of babies, "TRUFOOD" brings a comfortable tummy which is a well of happy smiles; and one of these babies is going to smile to the tune of £100. That is the First Prize we offer; £50 is the Second Prize, and the Third Prize is £20, and many handsome consolation gifts, including solid silver spoons, are also being given away.

Each entry must be accompanied by the pink pamphlet from the "TRUFOOD" tin, so the demand is sure to grow. We are issuing an attractive Window Bill about the competition, for your shop window. It will be worth your while to give an extra display.

To the Chemist who supplies "TRUFOOD" to the winning baby we are offering £20, and £10 and £5 to the Chemists supplying "TRUFOOD" to the second and third prize winners.

### TRUFOOD LIMITED

THE CREAMERIES, WRENBURY, CHESHIRE

Head Office: Central Buildings, Blackfriars, London, E.C.4

T.F.30—123 c

**Losall's Salt**

Sells freely and readily  
PROFIT 50%  
ON OUTLAY

An infallible remedy for  
**GOUT,  
RHEUMATISM,  
ECZEMA  
and SKIN  
AFFECTIONS.**

**P.A.T.A.**  
4 oz. tins 1/-, 8/- doz. net  
8 oz. " 1/10, 15/- " "  
Bottles 2/6, 20/- " "  
The only line of its kind on  
the market.

SOLD EVERYWHERE.  
Manufactured by  
**LOPTHOUSE & SALTMER LTD,  
HULL**

*English  
Filter*

**POSTLIP  
Papers**

SQUARES  
CIRCLES  
FOLDED  
ROLLS

WHITE  
GREY  
PLAIN  
ANTIQUÉ  
EMBOSSED  
CRINKLED

SAMPLES  
FREE

*Evans, Adlard & Co Ltd  
Postlip Mills, Winchcombe, R.S.O. Glos.*

*Have You  
Secured your  
Supplies?*

August 4, 1922.

**Public  
Analyst's Report.***REPORT ON A SAMPLE OF LIQUID  
PARAFFIN MARKED E 870a.*

Specific Gravity at 60° F - 892  
Viscosity at 100° F (Red.  
wood No. 1 Viscometer) 265"  
Cloud Test - - - - 15° F

The sample is colourless, transparent,  
odourless and tasteless, and has no  
fluorescence.

A mixture of four millilitres of the sample,  
two millilitres of absolute alcohol  
and two drops of a clear saturated  
solution of lead oxide in solution of  
sodium hydroxide, when kept at 70° C  
for ten minutes, remained colourless.

When three millilitres of the sample  
are heated with an equal volume of  
sulphuric acid in a test tube placed in  
boiling water for ten minutes with  
frequent shaking, the acid layer, after  
separation, is not darker than pale  
brown.

Ten millilitres of 90% alcohol when  
boiled with five millilitres of the  
sample are not acid to litmus.

The sample complies with the require-  
ments of the British Pharmacopœia  
except in specific gravity.

Signed ROBERT REDWOOD.

**NOTE.**

It will be perceived that the oil has a  
specific gravity of 892 and is therefore  
HIGHER than the B.P. standard.

**STERNS  
New Grade  
PARAFFINUM  
LIQUIDUM B.P.**

S.G. 890

High Viscosity. Non-Congealing

**Wholesale Trade Only****STERNS LTD.**

80 Royal London House, Finsbury Square,  
London, E.C. 2.

# PETROLEUM JELLY.

Gough, Kidston & Co.

*Chemical Manufacturers,*

*Tanning & Dyewood Materials & Extracts,  
Gum & Wax Merchants,*

Tel. No. :  
Minories 2666 and 2667.

WORKS:  
BERMONDSEY.

Tel. Add. :  
"Kidstonism,  
Bilgate, London."

43/45 Gt. Tower Street, London, E.C. 3. Tel. No. : Hop 2029.

# ADEPS LANÆ, P.B.

THE FINEST BRITISH LANOLINE PRODUCED

IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.  
Carnwath Road, Fulham, London, S.W.6.

Telephone : Putney 42. WHO INVITE ENQUIRIES. Telegrams : "Batapo, Walgreen, London."

## SALVO PETROLIA

The Perfection of Petroleum Jelly

MANUFACTURED SOLELY BY

THE DEE OIL COMPANY, Ltd.  
DELTA WORKS, BOOTLE, LIVERPOOL.

Packed in barrels, kegs and smaller  
packages according to requirements.

Other Grades

PETROLEUM JELLIES, WHITE BASES, ETC.

Samples and prices on application.

"OLEUM DEELINÆ," a certain cure for Eczema.

Phone : 186 Bootle.

Wires : "Cestrian Liverpool"

Encourage a progressive British  
industry by recommending the

12 Perfect Blades  
in every  
doz.

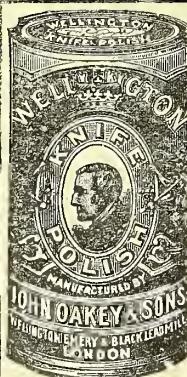


"WATTS"  
Safety-Razor  
BLADE.

Retailer's 50% on  
Profit - - - Cost

JOHN WATTS  
(Dept. 3) Lambert  
Works, SHEFFIELD  
(Established over 150 years)

London :  
24 Redcross St., E.C.1.



## OAKLEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable  
preparation for Cleaning and  
Polishing Cutlery, &c.

In Canisters, 1d., 2d., 3d., 6d.,  
1s., 2s. 6d., and 4s. each.

JOHN OAKLEY & SONS, LTD.  
MANUFACTURERS OF  
Emery Cloth, Black Lead

GLASS PAPER, &c.

"WELLINGTON" KNIFE POLISH

The Original Preparation for Cleaning Cutlery,  
Canisters, 1d., 2d., 3d., 6d., 1s., 2s. 6d., and 4s. each.

SILVERSMITHS' SOAP

For Cleaning & Polishing SILVER, ELECTRO-PLATE,  
etc. Tablets, 6d.

"WELLINGTON" BLACK LEAD

In Solid Blocks, 1d., 2d., and 4d. each, and 1s. Boxes.  
Polishing Paste, Furniture Polish, Plate Powder, Rouge,  
Urn Powder, Steel Polish, Crocus, Tripoli, Brunswick Black.

Westminster Bridge Road, LONDON, S.E. 1.

**NOW is the time to  
buy your winter  
stock of**

## **Eucalyptus Oil**

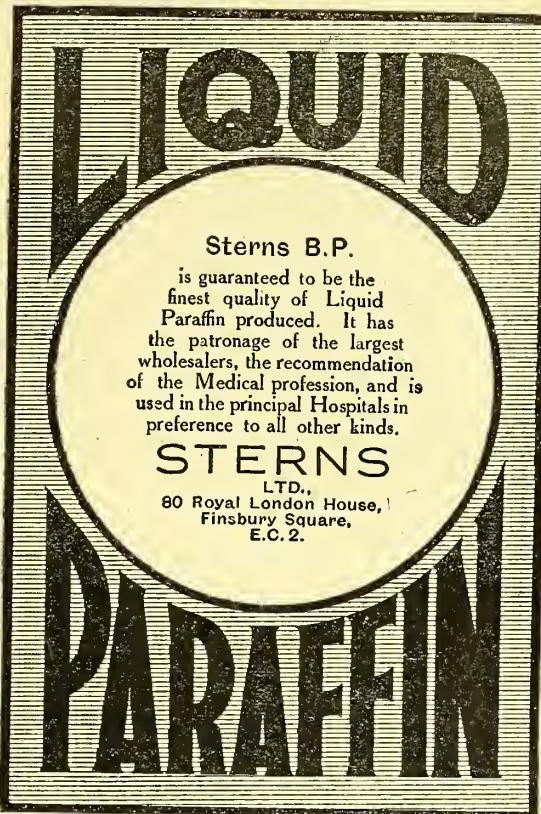
*Send your enquiries to*

**Redgrave, Butler & Co.,**  
Park Lodge, Forest Lane,  
Stratford, London, E.15.

## **Petroleum Jelly**

**White, Yellow, Amber,  
& Ruby Red, for all  
Pharmaceutical and  
Veterinary purposes**

**MEADE-KING, ROBINSON & CO., LTD.**  
LIVERPOOL - LONDON - MANCHESTER - LEEDS.



A SATISFIED CUSTOMER IS THE CHEMIST'S BEST ADVERTISEMENT

# The Marvel Whirling Spray Syringe



Gold Medal Awarded, Paris, 1902,  
by the Société d'Hygiène of France

as the safest and best improvement in Vaginal Syringes. Particular attention is called to the fact that by reason of its peculiar construction the Marvel Syringe dilates and flushes the vagina with a volume of whirling spray, which smooths out the folds and permits the injection to come into contact with and cleansing the entire surface.

Fully Protected by Patents.



IT IS A MARVEL



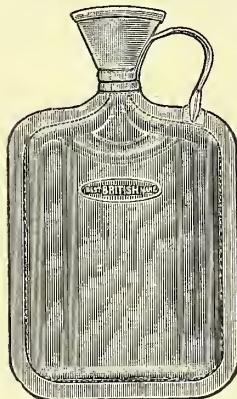
*You can safely recommend it.*

Has no rival on the market, is well advertised, pays a good profit, quality guaranteed. The MARVEL is returnable for exchange if found defective and reported promptly.

Trade price, 125/- per doz.

Retail price, 15/- each.

**FASSETT & JOHNSON, Ltd.**  
86 Clerkenwell Rd., London, E.C.1.



## HOT WATER BOTTLES

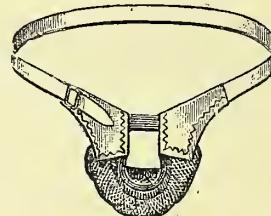
BEST BRITISH MAKE.

Can we quote for your season's requirements with sample on approval?

Advertising Balloons a Speciality and all Surgical Rubber Goods.

**JAMES TOMPKINS Ltd.**  
"THE RUBBER HOUSE,"  
386 CITY ROAD, LONDON, E.C.1  
Estd. 45 years. Phone: Clerkenwell 3774

## WE GUARANTEE EVERYTHING WE SELL



**A. B. FROST & CO.** Surgical Hosiery Works BEESTON, Notts.

ESTABLISHED 35 YEARS.

(3)

# SURGICAL DRESSINGS

ABSORBENT, PLAIN and UNBLEACHED  
COTTON WOOLS, BANDAGES, GAUZE  
Wholesale and Export only.

**GEORGE HAYNES & CO. - - STOCKPORT, Eng.**

Telephone: 2112 Stockport.

Telegrams: "Haynes."

Code: A B C, 5th Edition.

**BUY DIRECT** AND  
SAVE INTERMEDIATE PROFITS.



**VACUUM  
FLASKS  
AND  
REFILLS  
DELIVERY  
FROM  
STOCK.**

WRITE FOR SAMPLES AND PRICES.

**ARTHUR BERTON, Ltd.,**  
15/17, WORSHIP ST., LONDON, E.C.2  
36 Chapel St., Victoria Bridge, MANCHESTER,  
84 Miller St., GLASGOW.

## WATCH THIS

### STARTLING DISCOVERY.

A new instantaneous Cure and Preventative of

### TOOTHACHE

No drugs—clean—simple—wholesome Remedy.

Ask your Chemists for  
"KRENOMAR," Regd.

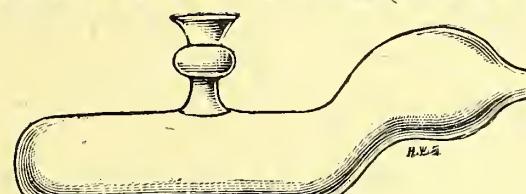
*Sole Proprietors and Manufacturers :*  
**THE PROPRIETARY CURES  
(PARENT) CO., LTD.,**  
Captain E. JACKSON, Managing Director,  
85 Albert Road, Middlesbrough, Yorks.

Price 1/12 per box.

## SPACE

# BUSH'S DRUGGISTS' GLASSWARE

EYE CUPS  
SPIRIT LAMPS  
CLINICALS  
DROP BOTTLES  
FEEDERS  
BREAST EXHAUSTERS  
SYRINGES  
URINALS  
LOTION JARS  
URINE TEST GLASSES  
TUMBLERS  
MEDICINE SPOONS  
PIPETTES  
URINOMETERS



**NASAL "DUCK" DOUCHE.**  
IN FACT  
EVERYTHING AND ANYTHING  
IN  
DRUGGISTS' GLASSWARE  
FOR  
EXPORT AND HOME TRADE.

CORRESPONDENCE INVITED in  
English, French, German, Dutch or Spanish.

ILLUSTRATED PRICE LISTS.

**HENRY W. BUSH & CO., LTD.**  
MANUFACTURERS,  
32, 34 and 34a COMMERCIAL ST., LONDON.

BLUE SPUTUM FLASKS  
MEASURES  
SHOP ROUNDS  
TABLET BOTTLES  
CHALKS  
BREAST SHIELDS  
SICK FEEDERS  
Funnels  
HYDRO JARS  
RAIN GAUGES  
PERFUME SPRAYS  
STIRRING RODS  
LACTOMETERS  
TEST TUBES

# CURASOL

THE ORIGINAL  
Boracic Socks

Fixed Selling Price, 6d. per pair.

Cost, 4/- per dozen.

Six dozen lots, 46/- per gross.

*Distributing Agents :*

England and Wales—

Sangers, 42a Hampstead Rd., London, N.W. 1.

Scotland—

Munro, M'Laren & Sutherland,  
17 Cadogan Street, Glasgow.

For Sample Pair (state size) send Postcard to—

The Curasol Sock Co.  
19/20 Garlick Hill - - LONDON, E.C.4.

## THE PHARMACISTS' LINE

*MADE and PATENTED BY A PHARMACIST.*

There is not

## A FORTUNE

in Wrist Straps—but YOU would sell MORE and satisfy more customers if you stocked

## “THE KUTE” (PATENTED)

## WRIST SUPPORT.

*Send to MAKERS for a FREE SAMPLE To-day  
and NOTE*

*Wholesale from—*

Evans Sons Lescher & Webb Ltd.

Brook, Parker Ltd., Bradford

Lofthouse & Saltmer, Hull

Penny & Co., Newcastle

Chemists' Sundries Ltd., M/C.

United Chemists' Assoc., Ltd.

T. H. Mitchell, Shipley, Yorks

Ayston, Saunders, Ltd., Liverpool

Thos. Swales, Chemists'

Sundryman, Leeds

David Mayrs, Agent, Belfast

C.R.Crosskill & Sons, Calvert St.

Works, Norwich

“The Kute” fits any wrist

You get elastic support

You get rigid support

You get cross-section support

You get freedom of movement

You get close, all-round fitting

effect

You get what force you require

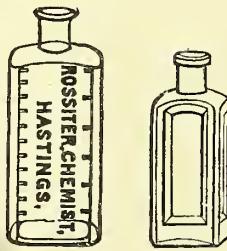
IT CLINGS

IT'S COMFY.

TRY IT!

Makers  
Manufacturers : MACSONS, Ltd.

BLYTH, near NEWCASTLE-ON-TYNE.



## GLASS BOTTLES

Medical Flats, Panels, Vials, Poisons.

Kalis, Limes and Feeders.

Wholesale and Export.

*Samples and Prices on Application.*

FARROW & CO., 87 Borough High St., LONDON, S.E.1.

BRITISH OWNED.

SLACK & BROWNLOW,  
Town Mills, Tonbridge, Kent.

# “Brownlow” Filter

FILTRATION THROUGH CYLINDERS OF KIESELGUHR

Crystal Pure Water.  
Free from Disease Germs.



AGENTS WANTED EVERYWHERE.  
Catalogue on Application.

# The "EMPIRE"

# HOT WATER BOTTLES

## REDUCTION OF PRICES.

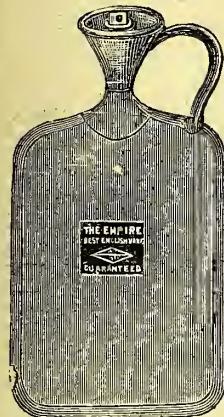


Fig. 957.

THE autumn and winter season is rapidly drawing near. Last year, owing to the unexpectedly early demand for Hot Water Bottles, some of our customers were unavoidably kept waiting for supplies.

Place your order *now* for present or future delivery, as prices will not go any lower than the following. Chemists who have built up a reputation for reliable Hot Water Bottles continue to order our well-known "EMPIRE" brand of these goods. Do not risk trying an unknown make.

One quality only—the Best. Guaranteed for two years.

### PRICES as follows:

| Heavy make        | Sizes | 6×8 | 6×10 | 6×12 | 8×10 | 8×12 | 8×14 | 10×12 | 10×14 in. |
|-------------------|-------|-----|------|------|------|------|------|-------|-----------|
| Grey rubber, each |       | 3/5 | 3/9  | 4/1  | 4/5  | 4/9  | 5/3  | 5/6   | 6/0       |
| Red rubber ,      |       | 3/8 | 4/0  | 4/4  | 4/8  | 5/0  | 5/6  | 5/9   | 6/6       |

Each Bottle in a strong paper bag with directions for use.

### COVERS.

| Scarlet or<br>grey plush,              | Sizes | 6×8 | 6×10 | 6×12 | 8×10 | 8×12 | 8×14 | 10×12 | 10×14 in. |
|--|-------|-----|------|------|------|------|------|-------|-----------|
| each                                   |       | 1/2 | 1/4  | 1/6  | 1/7  | 1/8  | 1/10 | 2/-   | 2/3       |
| Velour, assorted<br>colours (washable) |       | 1/3 | 1/5  | 1/7  | 1/9  | 1/10 | 2/-  | 2/3   | 2/6       |

MUFF WARMER, red rubber, oval shape,  $3\frac{1}{4} \times 7$  in., each 2/-

## AIR CUSHIONS.

Fig. 1194. The "Empire" Red India-Rubber Air Cushion—

| Diameter        | 14 in. | 15 in. | 16 in. | 17 in. | 18 in. | 19 in. | 20 in. |
|-----------------|--------|--------|--------|--------|--------|--------|--------|
| Each            | 6/6    | 7/-    | 7/6    | 8/6    | 9/6    | 10/6   | 12/-   |
| Square shape, , | 11/-   | 12/6   | 14/-   | 15/6   | 17/-   | 18/6   | 21/-   |

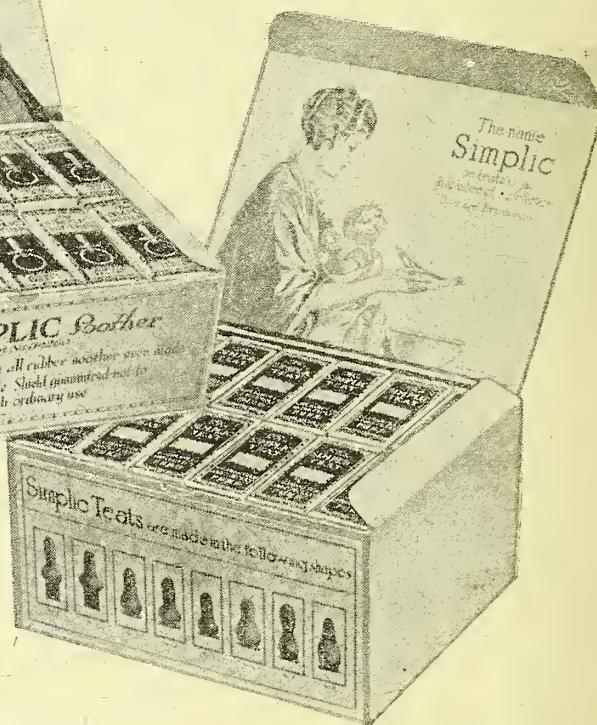
A discount of 5 per cent. for prompt cash is allowed on all amounts of 10/- and upwards. Money returned if goods are not satisfactory. Write for Price Lists of Druggists' Sundries, Rubber Goods, Cut Sheet Rubber Appliances, etc., containing full particulars of our well-known "Empire" brand of Air Cushions, Clinical Thermometers, Enemas, Hot Water Bottles, etc., etc.

**BURGE, WARREN & RIDGLEY, Ltd.,**  
91 & 92 GREAT SAFFRON HILL, LONDON, E.C.1.

# Companion Lines



WELL PACKED IN  
BOXES OF 2 DOZEN.



WELL PACKED IN  
BOXES OF 3 DOZEN.

## 'SIMPLIC' REGD. SOOTHERS

Made of purest  
India Rubber.

No taste or Smell.

Practically indestructible.  
The most perfectly made  
all-rubber soother ever  
offered for sale.

## 'SIMPLIC' TEATS REGD.

Made of purest India Rubber.  
In 8 different patterns.  
Each in separate carton.  
IN BOXES OF 3 DOZEN.

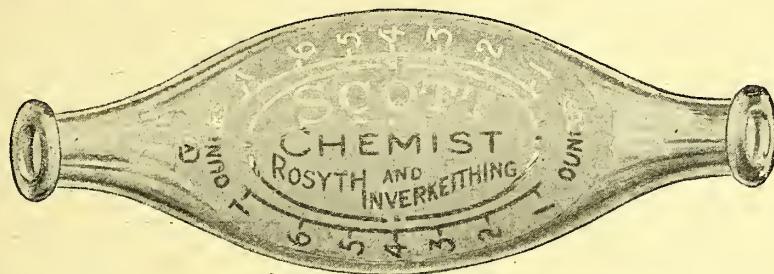
Ask your Wholesaler for "Simplic" REGD.

Regd. Trade

Mark, No. 26866.



# BEST FEEDER



Made in Neutral Glass of High Thermal Endurance, with CHEMIST'S NAME AND ADDRESS and the graduations in

## SANDBLASTED LABEL of excellent design and execution.

No particles of sour milk or impurity can lodge inside the  Best Feeder as the interior is absolutely smooth.

### BEST FOR THE BABY

who has it, because it is the most hygienic.

### BEST FOR THE MOTHER

who buys it, because it is the most easily cleansed and is not liable to crack with hot liquids.

### BEST FOR THE CHEMIST

who sells it, because it bears his name and is a constant advertiser of his business in the family circle.

In one gross lots and upwards through your Druggists' Sundriesman.

WOOD BROTHERS GLASS COMPANY, LTD., BARNSLEY, ENGLAND.

Established 1828.

"Rexall  
Remedies"  
and Toilet  
Preparations

Jontee  
Beauty  
Requisites

**Rexall**  
TRADE MARK

IS THE  
**EXCLUSIVE AGENCY**

THE SIGN THAT  
WILL BRING YOU  
MORE BUSINESS

THE  
**Rexall**  
TRADE MARK  
PHARMACY

IN THE YEAR 1903 forty retail chemists in America pooled their formula, their experience, and financed a new co-partnership chemists' venture under the trade mark "**Rexall**".

The original members laid down as a cardinal principle of the United Drug Company the policy of

**NO COMPETITION**

in their ranks, by placing only one "Rexall" Agency in each town or city territory.

This fundamental policy established by the United Drug Company, in maintaining exclusive agencies, in the full enjoyment of their rights as agents in control of the trade-marked products of the United Drug Company in their respective territories has been

**REPEATEDLY RE-AFFIRMED**

by the International Association of Rexall Clubs and the Officers and Directors of the United Drug Company

The Rexall Chemist, nearly twenty years after the Company was founded, knows that he is the *only* Rexall Agent in his district for all time, and that he need not fear competition

All we ask in return for this Valuable Exclusive Agency is the Chemist's active co-partnership. When the Rexall Chemist sells Rexall goods he is working for himself, as the **CUSTOMER MUST RETURN TO**

**THE Rexall PHARMACY FOR REPEATS.**

Rexall now consists of 10,000 of the leading Chemists in the English-speaking world:

If you are interested in this world-famous Chemists' co-operative enterprise, and there is no Rexall Pharmacy in your vicinity, we will be glad to send you details, without any obligation on your part.

**Rexall offers :**

A VALUABLE EXCLUSIVE AGENCY.  
AN UNEXCELLED LINE OF PRODUCTS.  
CO-PARTNERSHIP WITH OVER 1,000 BRITISH CHEMISTS.  
ONE PRICE FOR ALL.  
MERCANDISE WITH A "SELLING PUNCH" BEHIND IT.  
THE BEST WEAPON TO FIGHT SLACKNESS OF TRADE.

"FIRSTAID"  
Surgical  
Products

**United Drug Company, Ltd.**  
**Waterway St., NOTTINGHAM.**

Klenzo  
Dental  
Preparations

# THE CHEMIST AND DRUGGIST

## SUPPLEMENT

42 CANNON ST.  
LONDON E.C.4

SEPTEMBER 2, 1922

*This Supplement is inserted in every copy of The Chemist & Druggist.*

## THE CHEMIST AND DRUGGIST SUPPLEMENT

### REVISED ADVERTISEMENT TARIFF.

**Businesses Wanted and for Disposal, Premises to Let, Goods and Shopfittings for Sale, and Agencies**—6/- for 50 words; every additional 10 words or less, 6d.

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d.

**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d.

**Legal Notices, Tenders, Auctions**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines=1 inch single column).

**Miscellaneous (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less.

**EXCHANGE COLUMN** (for Retailers, etc.)—**Twopence** per word, minimum 2/-.

#### Box Number.

Each case replies may be addressed to a registered number or nom-de-plume, c/o this Office, **at a charge of 1/- extra** for each advertisement.

#### Payment.

All Advertisements are prepaid, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

THE CHEMIST AND DRUGGIST, 42 Cannon Street, LONDON, E.C.4.

Telephone: Central 3617 (3 lines).

Telegrams: "Chemicus, Cannon, London" (2 words).

**EARLIER CLOSING FOR PRESS.** Will advertisers please note that until further notice it will be necessary that Advertisements intended for the Supplement must reach us not later than the **FIRST POST THURSDAY MORNING.**

## CHEMISTS' TRANSFERS.

**Messrs. ORRIDGE & CO., 56 Ludgate Hill, E.C.**

Telephone No.: City 2283.

#### May be consulted at their Offices on matters of SALE, PURCHASE and VALUATION.

1.—LONDON, S.W. (Main Road).—Good-class Retail and Dispensing Business; returns about £3,500 per annum, with scope for considerable increase, under energetic management; full prices are obtained; well-fitted, single-fronted shop, fully stocked; held on lease. No reasonable offer refused.

2.—LONDON, N. (Main Thoroughfare).—Ready money Retail and Dispensing Business in prominent position; returns over £5,000 per annum, under management, at good prices; new lease will be granted; price £3,500; further details on receipt of banker's reference.

3.—LONDON, S.W.—Manager, with view to succession, within the next twelve months, for Cash Retail Business, with N.H.I. Dispensing; returns average £2,600 per annum, with scope for increase; net profit, about £650; rent £48; held on long lease; the investment would require about £1,800.

4.—WEST LONDON.—Family Retail and Dispensing Business, established 75 years; returns, present rate, about £1,500 per annum; gross profit 40 per cent.; single-fronted shop; good working stock; held on lease; rent £60, sublet £91. Price about £950.

5.—WEST END.—Old-established Retail and Dispensing Business; net profit in 1921 was £465; the upper part of the premises is sublet, leaving the rent of the shop at £40 per annum; long lease will be granted. Terms, valuation of stock and fixtures and sum for lease.

6.—LONDON, W. (Suburban).—Good-class Suburban Business, Retail and Dispensing; returns last year, £2,200; at full prices; double-fronted shop, fitted in mahogany and well stocked; held on lease at net rental of £55 per annum. Price to be arranged equitably.

7.—HARLEY STREET (Near).—Retail and Dispensing Business; modern, well-fitted shop, fully stocked; returns exceed £6,000 per annum, with scope for considerable increase under personal supervision; new lease will be granted at rental to be

agreed. To effect a speedy transfer, the sum of £2,000 would probably be accepted.

8.—SUFFOLK (Market Town).—General Retail and Dispensing Business, with Kodak Agency; returns, present rate, exceed £2,600 per annum; net profit, £600; double-fronted shop, well fitted, and fully stocked; long lease; further details on application.

9.—SOUTH WALES.—Old-established Business, with Wine and Spirit Licence; returns last year, £3,220, at good prices; house contains 10 large rooms, private entrance; 17 years' lease; no opposition; price to be arranged.

10.—SOUTH COAST (Popular Health Resort).—Cash Drug Stores, with Stationery, Confectionery, and Tobacco; returns, about £70 per week, more in season; there are two shops, with living accommodation; vendor owns the property, and would sell same or grant leases; to effect a speedy transfer a moderate sum would be accepted for the Businesses; suit unqualified.

11.—SOUTH COAST.—Cash Drug Stores; returns, present rate, £23 per week, scope for considerable extension under personal supervision; single-fronted, lock-up shop; rent, £55; new lease will be granted; price about £900.

12.—DORSET (Death Vacancy).—General Retail and Dispensing Businesses, with Optics; returns last year, £2,550; net profit, about 25 per cent.; the shop is well fitted and stocked; there is ample living accommodation; terms, goodwill, £250, stock and fixtures at valuation; freehold, £2,000; part payment entailed.

13.—NORFOLK.—Unopposed Country Retail Business; very old-established; returns, present rate, £1,800 per annum, at good prices; single-fronted shop; good house, in excellent repair; private entrance, and large garden; 21 years' lease, at moderate rental; price about £1,200.

14.—LONDON, E.C. (Near Busy Station).—City Pharmacy, very old established, situate in one of the main City thoroughfares; gross receipts about £6,500, increasing; new lease will be granted; price about £4,500.

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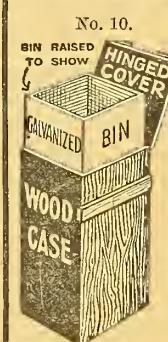
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For Form of Tender, apply, enclosing stamped, addressed envelope, to "Mr. R. Overend, Clerk of the Hospital, Severalls Mental Hospital, Colchester."

Sealed Tenders must be received not later than Saturday, 16th September, 1922, addressed to the Medical Superintendent, Severalls Mental Hospital, Colchester.

The Committee of Visitors do not bind themselves to accept the lowest or any Tender.

By Order,

H. H. GEPP,

Clerk to the Visitors.

## PARTNERSHIPS.

OPTICIAN and Photographic Dealer invites Pharmacist with small capital, about £100, to open Drug and Dispensing Department in connection with above. Reply, L. O. Baff, Optician, East Street, Chichester.

PARTNER required in small Manufacturing Toilet and Perfumery Business; capital required about £250. P.C.B., 54/5, Office of this Paper.

QUALIFIED Manufacturing Chemist, to take charge; salary £4 to £5 and commission. Capital required to be invested £300 to £500. Company now being formed. Apply Platts, 32, Quebec Avenue, Southend-on-Sea.

YOUNG energetic Pharmacist, best West-End experience, desires Management in London or suburbs, with view to purchase or partnership; fair amount of capital; bank references. Full particulars to "A. G. O." 45/9, Office of this Paper.

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LONDON, E.—Small Chemist's Business for Sale, through ill-health; £300 cash; low rent and rates; long lease; good living accommodation; small but increasing N.H.I.; good opening for young, qualified man, or might be run successfully as drug store by unqualified man. Good working stock. Write 45/7, Office of this Paper.

LONDON.—City Business in leading thoroughfare; excellent premises. Returns £70 to £80 per week; cash trading at full prices; easy to work. Particulars on receipt of references. 46/38, Office of this Paper.

LONDON, S.W.—Bold corner Pharmacy, main road; no near opposition; pleasant situation; new modern fittings; £800 good stock; Kodak agency; trade, £30 per week, and increasing; small N.H.I. work; owner desires to sell freehold premises, comprising comfortable, well-appointed house of 6 rooms, with side entrance and garage, let at 16s. week, for £1,300; Business, £1,000; opening for dentistry and optics. Only gentlemen with the necessary cash at their disposal please write. Apply 46/37, Office of this Paper.

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NORTH-WEST Coast Town.—Chemist's Business; needs developing; modern new fixtures, well stocked, house and shop. Immediate possession; suit photographic; busy thoroughfare. Apply 45/20, Office of this Paper.

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YORKSHIRE (West Riding).—Chemist Shop in small town; takings nearly £30 per week; house attached; good optical opportunity; central situation; 7 years' lease. Price £950, no offers. Apply "York," 45/24, Office of this Paper.

YORKS., West Riding City.—Old-established Drug Store. Thickly-populated working-class district; splendid opening for Qualified man; no opposition. Well stocked; nicely fitted; electric light. Low rent; living accommodation. Valuation: Stock and Fittings to be agreed equitably. Apply "J. S.," 505 Manchester Road, Sheffield.

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WELL-ESTABLISHED Spice and Drug Grinding Mills for Sale as a going concern, in London area. Land and buildings one acre. Present lease has 35 years to run; waterside premises. Plant consists of several Edgerunner, Horizontal and Vertical Mills, 4 Disintegrators, and 2 Granulating Machines; all electrically driven by own motors.—Replies by letter only. 45/33, Office of this Paper.

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**M**IDLANDS.—Pharmacist requires Chemist's Business returning £1,500 to £2,500 yearly. Kindly give full particulars, which will be treated in confidence. Cash available; banker's reference. Westley, Conservative Club, Rugby.

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**A**DVERTISER wishes to purchase immediately, cash available, a good, sound middle-class Chemist's Business; returns about £1,000 per annum; must bear strict investigation; good living accommodation essential. Full particulars in confidence to "L. H." 45/13, Office of this Paper.

**N**EGLECTED Pharmacy or otherwise required in busy thoroughfare in any good town. Opposition not objected to, but business must be capable of increase.—Reply, in confidence, giving full particulars, length of lease, etc., "R. D.," 12, Northumberland Terrace, West Hoe, Plymouth.

**P**HARMACIST is open to purchase sound Business in London or suburbs; living accommodation not necessary; must stand strict investigation; details of turnover, profits, stock and fixtures in strict confidence; bank reference. "Advertiser," 45/90, Office of this Paper.

**P**HARMACIST requires genuine Business; turnover about £3,000. Living accommodation essential. South Wales preferred, but not essential. Must bear strict investigation. Managership, with view to early succession, entertained. Particulars, in strict confidence, to "Aspirin," P.C.B., 54/17, Office of this Paper.

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**B**ATH.—Competent Assistant required by September 2, accustomed to good-class dispensing business; aged 24-27 qualified preferred. Apply, giving details of experience, salary expected, and enclosing photo (to be returned), to John Hawe, 37, St. James's Square, Bath.

**B**LACKPOOL.—Wanted, smart unqualified Junior; quick, tactful Salesman, and Photographic experience essential outdoor. Apply, with full particulars, references, etc., "Pharmist," Glen Roy, 32, Sherbourne Road, Blackpool.

**B**RISTOL.—Second Assistant, with suitable experience, wanted September 25 in high-class Retail Dispensing and Photographic business; hours 8.30-7, Saturdays 1 p.m. State experience, usual particulars and salary, and send recent photo Harold E. Matthews, Ph. Chemist, Clifton, Bristol.

**B**RISTOL.—Wanted, qualified or unqualified Junior (male) for Dispensing, light Retail and Photography. Apply, stating age, experience, references and salary required, and enclose photo to Dunford, 10, North Street, Bedminster, Bristol.

**C**ANTERBURY.—Wanted, mid-September, qualified Dispensee. Send full particulars of experience, age, references and salary required outdoors to Walker & Harris, Ltd., Chemist Canterbury.

**H**ARROGATE.—Wanted, at once, Assistant for good-class Dispensing Business.—Reply, with full particulars as to salary, experience and references, Leo. Benjamin, M.P.S., 5 Cold Bath Road, Harrogate.

**I**NVERNESS.—Modern Store Chemist, qualified, with first-class business experience, capable salesman, and thorough knowledge of photography, and good window dresser; married or single; if former, might have house rent free; references and salary expected. Mayors, Inverness.

**L**ONDON.—Qualified Assistant for Dispensary and unqualified Counter Assistant for West-End Store; must be thorough experienced and good Stock-keeper; house 9-6 and 1 o'clock Saturday. P.C.B., 52/29, Office of this Paper.

**L**ONDON, E. SUBURB.—Qualified Manager for branch; cash retail, and N.H.I.; must be tactful salesman; good scope for business man. Also Branch Manager for country business nice class family trade. Apply, full particulars, experience, salary, etc. 47/12, Office of this Paper.

**L**ONDON, N.W.—Wanted, immediately, unqualified Assistant, either sex; principally for window dressing; must be capable of putting in tasteful displays. Apply, giving full particulars of age, experience, and salary required. 46/19, Office of this Paper.

**L**ONDON, S.W.—Locum, qualified, wanted for two weeks from September 18, for cash, retail, and N.H.I. dispensing business; assistant kept. Write, stating terms and recent references. 11/329, Office of this Paper.

**L**ONDON, W.—Required, immediately, smart outdoor male Assistant, who is a first-class Salesman and Window-dresser; a good Dispenser essential. State salary, which must be moderate, experience and references to "Chemist," 15, Elgin Crescent, W.

**M**ANCHESTER.—Qualified Manager, capable Salesman and Window-dresser, to take charge of branch; must have experience in working-class trade, N.H.I. Dispensing and Photography. Please state full particulars of recent experience, age and salary required. 45/38, Office of this Paper.

**M**IDLANDS, near Birmingham.—Unqualified Assistant; must be a good Dispenser and have a knowledge of Photography; permanency. State age and salary required. "W." 45/400, Office of this Paper.

**N**ORTH LONDON.—I require the services of a capable and energetic Assistant, about 25 years of age, for a working-class business; quick Retail, Photographic and N.H.I. State salary and full particulars to "Permanency," 45/15, Office of this Paper.

DOWN, I.W.—Wanted, end of September, a smart unqualified assistant (male), with good all-round experience; dispenser essential; age 23-27. Apply, stating experience, salary required (outdoors), etc., to Woollings, Street, Sandown, I.W.

TH COAST.—Young qualified Assistant required October 1. Replies, stating age, height, experience, salary required, closing photo, to 46/50, Office of this Paper.

TH KENSINGTON.—Reliable and gentlemanly Assistant, age 29 to 35; must be well recommended as a quick and able Dispenser; usual hours and some Sunday duty fortnightly. Apply, by letter only, stating details of 3 recent engagements and salary outdoors. Also part-time Gentleman three days and Saturdays 2 till 9. Write remuneration expected. "Tennant's Pharmacy," 29, Sussex Place, S.W.

TH YORKS.—Qualified man, immediately, outdoors; quick ash trade and photographs; no Sunday or Bank Holiday. Please give full particulars, in first letter, of experience, required, and photo, etc., to 46/17, Office of this Paper.

UNIOR Assistant (male) required at once in a Dispensing business. Full particulars of experience and salary required to T. O. Barlow, 2, Palmerston Road, Southsea.

STANT, gentleman, accustomed to good-class Dispensing and Retail Business. Full particulars as to experience, required, etc. (mid-September). Scott, Pharmaceutical st., Ilfracombe.

STANT (Junior) required for Dispensing and Counter work. Stock, Window-dressing in High-class Store. Good chance. Short hours; Saturday early closing; no Sunday. Full particulars and photograph to Cater, Stoffell & Ltd., Bath.

INSTANT (unqualified), age 25-35, for London suburb; must be a keen salesman, good dispenser, and window-dresser, with experience in photographic work. 11/336, Office of this Paper.

NCH Manager required for London district; must be a keen and tactful salesman, good window-dresser, and photographic experience. To a man of character and advancement is certain. 11/335, Office of this Paper.

ERLY qualified as Cover for good-class Pharmacy, South Coast town.—Replies, stating usual particulars, salary required, photo, returnable, 46/5, Office of this Paper.

IOR, about 18; indoors; no ladies; coast town; good personal character essential. "East," 36/24, Office of this

Y Assistant wanted for Retail and Dispensing business in pleasant country town (Wales). Apply with full particulars, salary required (outdoors), and enclose photograph, will be returned. "Pharmacist," 44/9, Office of this Paper.

UM required for Drug Stores, from August 29 to September 12. Apply 194, Westbourne Grove, W.11.

UM required to take Assistant's place for two weeks from about the middle of September; reliable and trustworthy; country Retail. Clegg & Son, Chemists, Wantage.

UM or Holiday Assistant for latter half of September, chiefly for good-class dispensing. Please state capabilities required, with experience and references, date when free, salary (outdoors). Haden, Chemist, 67, The Ridgway, Edon.

UM wanted, September 14, for two weeks for Dispensing Counter. Must be qualified and well up in dispensing; out-of-State terms, etc., to F. Strawson, 12, Rose Hill, Dorking.

NOR Lady wanted, London; must be quick and accurate dispenser, and able to assist at counter. Applicants please state salary required (outdoors), and when at liberty to come; also where previously engaged, and age. 46/11, Office of this Paper.

T Time.—Unqualified Assistant required two or more evenings a week, and half-day on Saturday; S.W. district; student. Please state full particulars, age, height, salary, experience, and when disengaged. 47/20, Office of this Paper.

ELIFIED Assistant—Wanted, a smart qualified Assistant for a mixed country business. Apply, with full particulars, age, references, experience, salary required, and enclose if possible (to be returned), to T. A. Sales, Chemist, Chesterfield.

ELIFIED Manager for West-End business, good Counter-man, obliging and good appearance, from middle September; age between 35-50 preferred; state salary required and particulars. Also from October, elderly qualified Chemist; easy hours; low salary. 43/5, Office of this Paper.

UALIFIED Manager required for good working-class business situate in the Midlands (Notts); must have knowledge of Optical; married; good house attached; interest in the profits offered; excellent opening for a really capable, steady man. 45/40, Office of this Paper.

SINGLE unqualified Assistant wanted for Mixed Country Business; reliable dispenser, with knowledge of photography; Apply, with full particulars as to age, experience and salary required, to Reynolds and Johnstone, St. Mary's Street, Wallingford, Berks.

UNQUALIFIED Assistant wanted, male; single; competent dispenser, good counterman, and well up in photography; must be energetic and reliable. Apply, with full particulars of age, height, experience, salary required (outdoors), and recent photo. Steedman, Chemist, Beverley.

UNQUALIFIED Assistant; smart Counterman; accurate Dispenser. Full particulars only entertained.—221 High Street, Kensington, W.

UNQUALIFIED Assistant; quick, accurate Dispenser and counterman, with good experience and knowledge of photography; easy hours; outdoors; 28 miles from London; fine country. 48/3, Office of this Paper.

ANTED, qualified man, about 30, to manage new branch; essentials, good Prescriber, energetic and pushful; salary £4 10s. to £5 and good commission; East Riding. 43/40, Office of this Paper.

ANTED, a qualified man for firm of Surgeons; one used to high-class Dispensing; house, coal, light and good salary. Apply "J. D. A.," 39, Culmington Road, Ealing.

ANTED, a smart Junior; must be good Window-dresser and quick Counter hand. Full particulars in first letter. Clegg, Chemist, Bridge Street, Castleford.

ANTED, the end of September, qualified Locum. Full particulars and salary required. L. Arden, Pharmaceutical Chemist, Winchester.

ANTED, immediately, qualified lady Chemist; London, N.; easy work; state age, experience, lowest salary. Write for appointment. O. S., 12, Pemberton Gardens, Highgate, N.19.

ANTED, in September, qualified Locum to manage single-handed; live in; must understand photography; excellent references essential. Particulars to W. S. Tiernan, Chemist, High Street, Greenhithe, Kent.

ANTED, young lady Assistant; permanent; qualification not essential; must be competent Dispenser; used to brisk Counter work and Photographic Sales; send full particulars of experience, age, height, salary; no testimonials; London interview; South-East Coast. 47/29, Office of this Paper.

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CLERK, accustomed to the Chemists' trade, required to assist in pricing stock books. Apply, "Z." 11/334, Office of this Paper.

CHEMISTS' SUNDRIES.—Established firm (Manchester) open to negotiate with experienced Traveller to work and extend existing connection; ample scope and every encouragement for really capable salesmen. Full particulars as to experience, ground covered, remuneration, &c., in first instance, to 45/26, Office of this Paper.

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Advertisers in this section who receive portraits and copies of testimonials from applicants with a stamped addressed envelope for reply, are reminded that the undue retention of these often means a hardship to the sender. All personal documents should be returned as promptly as possible after perusal.

**E**DME, LTD., are prepared to appoint either a Firm or a Representative with an existing connection amongst Chemists to represent them for the sale of the "Edme" Malt products. Write full particulars, Edme, Ltd., Broad Street House, E.C.

**G**ENTLEMAN required for Representative work by London wholesale house; age round 30; must be of gentlemanly appearance and education; Pharmacist or other such qualification preferable, but not essential; a practical knowledge of Pharmacy and Therapeutics important. The position offered is a good one, with excellent prospects for a keen and ambitious man. State age, when at liberty, and full details of business history. Original references should not be sent. 10/324, Office of this Paper.

**L**EICESTERSHIRE, Nottinghamshire, Derbyshire.—The British DiaMalt Company require Capable Representative already working the above district. Good terms. Full particulars to 9 Holborn Viaduct, London, E.C.1.

**M**ANUFACTURERS of high-class Toilet Soap and Perfumes require three Representatives for London. The terms offered are 10% commission, with a weekly drawing account. It will necessitate whole time, and cannot be considered as a side line. Exclusive territory and connection handed over. This is a genuine and valuable opportunity for a man with ability and knowledge of the trade. Applicants must give fullest particulars, in strict confidence, to Pattinson & Mackie, Ltd., 24, Denman Street, S.E., marking envelope "Bayley."

**P**ACKED Goods Department.—An opening will shortly occur in a provincial wholesale house for a keen man with experience in the control of female staff packing all kinds of Chemists' Specialities. Please send full details and salary required in first letter to "W.," 10/322, Office of this Paper.

**P**ASTILLES, Pure Gum Goods.—Man wanted to take charge; well up in Chlorodyne and all Medicated Pastilles; one who has had experience with depositing machines preferred. Apply by letter, stating age, experience, and salary required, to "J. H.," c/o Potter & Clarke, Ltd., Wholesale Druggists, 10a, Fairclough Street, Backchurch Lane, Commercial Road, E.

**R**EPRESENTATIVES wanted for all parts of England, Scotland and Wales, on good commission basis, to further the sale of high-class Medicated Goods, in bulk and packed. Applicants must have good, reliable connection and be first-class Salesmen. No others need apply. Give fullest particulars in strict confidence. Apply 10/315, Office of this Paper.

**R**EPRESENTATIVES required by old-established firm of Perfumery and Soap Manufacturers for Yorkshire, Durham, Northumberland, South Coast and Midlands; salary and commission; must have good connections. Full particulars to "Fleury," P.C.B., 54/4, Office of this Paper.

**T**WO Representatives to call on Doctors and Chemists; must have had similar experience. Full particulars in confidence to 10/325, Office of this Paper.

**W**ANTED, Travellers calling on Chemists to offer a first-class Table Water, on liberal commission only. Reply, The Martin Drug Co., Ltd., 106, Aldborough Road, Seven Kings, Ilford.

**W**ELL-CONNECTED Representatives required for provinces for quick-selling lines; 15% commission basis; other terms may be arranged. Reply, in confidence, 10/328, Office of this Paper.

**W**E invite applications from Salesmen calling on Chemists and Hairdressers for the sale of Pharmaceuticals and high-class Toilet Preparations of a large house on a liberal commission basis. Write, giving full particulars and area covered, to "P.C.B.," 54/3, Office of this Paper.

#### [Colonial, Indian and Foreign.]

**M**ONTE CARLO.—English qualified Assistants required for winter season; terms, 650 frs. per month (700 if Assistant speaks French fluently), 250 frs. travelling expenses; 5% on sale of specialities of pharmacy; bedroom provided; service from 8 to 8, with 2 hours for meals at mid-day; one day's holiday per week. Apply 10/323, Office of this Paper.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

#### SITUATIONS WANTED.

##### [HOME.]

##### RETAIL.

2s. for 18 words or less; 6d. for every additional 18 words or less, prepaid.

**A**.**A**.**A**.—ASSISTANT, lady, 21, seeks post; 5 years round experience in Retail; Brighton "A. B." 44/10, Office of this Paper.

**A** COMPETENT Pharmacist; 34; Locum registered disengaged September 12; or permanent. D. S. Sundew Avenue, Wormholt Estate, Shepherd's Bush, W.1

**A** LADY Dispenser, 20, desires post with Doctor; experienced in dispensing and book-keeping. Apply, 47/23, Office Paper.

**A** QUALIFIED Chemist, best West-End experience, references, disengaged, desires engagement; London. R. T. Davies, 15, Upper Baker Street, W.

**A** QUALIFIED Chemist, good experience and references engaged shortly. "Lancs," 12, Linwood Street, Gr. Manchester.

**A** LL-ROUND (unqualified, 34); used to up-to-date Counterman, telling Window-dresser; varied experience in two situations; has had entire charge manage Drug Stores; London or near; disengaged. A Penford Street, Myatt's Park, Camberwell.

**A** N elderly qualified Chemist desires employment; shop or part time; country preferred. Baker, 81, Elgar Reading.

**A** S Assistant Dispenser.—Young lady seeks post; in counter, hospital, and N.H.I. dispensing; one suitable complete hall; moderate salary. Apply, Hordle, St. A Street, Taunton.

**A** S Locum or permanency; thoroughly experienced Dispenser, and taking charge photo, optics, etc.; references; excellent references; London or provinces. "G. Mr. Oram, Ph.C., J.P., Romsey, Hampshire.

**A** S Locum; qualified; age 40; experienced all branches in card index systems. Advice given on modern business. Stocks can be valued while acting as Locum inclusive fee. Disengaged Sept. 1st through postponed. Would act as Locum or Manager, with view to U.S.A., 46/12, Office of this Paper.

**A** SSISTANT, 37, married; educated Willesden Girls' School; experienced in Dental work. M. L. 15321, this Paper.

**A** SSISTANT, 20 years' first-class business; abstaining; Photographer; tall; energetic; unqualified; or Locum Lellan, 4, Arundel Gardens, W.11.

**A** SSISTANT; whole or part time; 18 years' London experience; best refs.; disengaged. Richardson, 1 Leonards Street, Bromley-by-Bow.

**A** SSISTANT, unqualified, 38, married, good all-round experience; 8 years' present situation, seeks change; Royal Dentist. 43/9, Office of this Paper.

**A** SSISTANT, 26, disengaged October, desires situation for study (Minor); in or outdoors; excellent references. Pickup, The Pharmacy, Seaview, I.O.W.

**A** SSISTANT; brisk Counter trade, light Dispensing, Wholesale; 45s.; provinces; satisfactory references; general experience. "Provinces," 44/11, Office of this Paper.

**A** SSISTANT, shortly disengaged; quick and reliable; good Counterman, Window-dresser, and Grapher. "Metol," 30, Alfred Road, Feltham, Middlesex.

**A** SSISTANT; unqualified; 20 years' good experience; dressing, Photo, quick Counter, seeks situation. Lydford Road, Paddington, W.9.

**A** SSISTANT or Manager (28), qualified; experienced Graphic and all branches; Lancashire. Sunderland, Wilmslow Road, Fallowfield, Manchester.

**A** SSISTANT (Qualified); accustomed to good class Dispensing, Counter, Photographic experience; height 5ft. 9in., age 23, 4, Albert Road, Bexhill-on-Sea.

**A** SSISTANT, 27 (referred in Botany); disengaged; all-round experience. G. B., 14, Sebright Avenue, Road, Worcester.

**A** SSISTANT; unqualified; 20 years' all-round experience (London and suburbs); good credentials; single. P.C.B., 54/20, Office of this Paper.

**A** SSISTANT, 22, requires situation; 6 years' experience; good Counter, Photographic, and Window-dispensing; excellent reference. E. W. G., 7, Burlington Road, Hill, N.10.

TANT; disengaged; 32; tall; married; anywhere; excellent all-round experience; 5 years last situation; £3. 2s. 1d. Appleton Gate, Newark-on-Trent.

TANT; unqualified; 30; tall; experience Counter and dispensing, disengaged. J. W. B., 78, Alexandra Road, London.

TANT, unqualified, 27; moderate salary; Birmingham preferred; part-time situation entertained. 46/9, Office of paper.

TANT, lady; 4 years' all-round practical experience; dispensing, Counter-work; Manchester or district; highest rates. 47/3, Office of this Paper.

TANT; unqualified; 32; single; tall; 15 years' roughly good, all-round experience; highest references; disengaged. Cortex, 46/13, Office of this Paper.

IST'S Assistant, 27; educated Bishop Stortford College; war service, 4 years. M. L., 50785, Office of this Paper.

ENGAGED.—Window-dresser; terms reasonable; any chance if fare is paid; 25 years' good all-round experience and country. "Bosan," 345, Woolwich Road, Charlton.

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ENSER (lady), Hall qualification, desires post in Institution or Surgery; experienced in Hospital and Doctors'itting and Book-keeping. Steavenson, Lidgett, Hoyland and Barnsley.

ENSER (Hall), male, 28, married, requires further experience with Retail Chemist; East London preferred; moderate. "E." 175, Harold Road, Upton Manor, E.13.

ENSER; unqualified; excellent references; experienced spencer for Chemist or Doctor. Innes, 2, Ferndale Road, Ruthin.

ENSER (Hall); experienced; 7 years' present situation; engaged September 25; any district. Miss Alpen, c/o Mr. Chemist, Epsom.

ENSER; qualified; permanency or part time. "Pharmacist," 5, Stanley Gardens, Hampstead, N.W.3.

ENSER'S Assistant, 26, married; educated L.C.C. School of Pharmacy; war service, 2½ years; Drug Stores experience. 48877, Office of this Paper.

EXPERIENCED Pharmacist, 29, married, desires change to permanent and progressive post in provinces as Senior or Junior; capable taking charge; properly indentured and trained; Counter, Windows, Photography and Dispensing. "Clevally," Russell Road, Ipswich.

OR (tall) seeks situation in high-class Pharmacy, with plenty of Dispensing; reasonable wage accepted. Apply, Jones, Fulwood, Conway Road, Colwyn Bay, N. Wales.

OR Assistant; disengaged September 25; 4½ years' experience; Dispensing, Photographic; height 5 ft. 11 in.; good college facilities required. Eric Kirman, 208, St. Street, Grimsby.

OR (20) desires permanency (North or Midlands preferred); 6 years' good-class experience; Dispensing, Counter, knowledge of Photography; excellent references. H. Ratcliffe, 7, Stanley Road, Peel Green, Manchester.

OR (unqualified); excellent all-round experience; very good references; permanency preferred; salary moderate. 46/33, Office of this Paper.

15½ whose father is in the retail, wants a start. Gatehouse, 5, Brettle Street, S.E.17.

Y Assistant, 26, unqualified, desires change about October; 4 years' experience; Liverpool district preferred, not essential. 73, Park Street, Hereford.

Y Dispenser requires post with doctor or institution; qualified; experienced. 43/7, Office of this Paper.

Y Dispenser and Assistant requires post; Hall qualification; 6 years' West-End Chemist's experience. Apply, Mr. A. M. B., 156, Elgin Avenue, W.9.

Y requires post as Dispenser to doctor or Assistant to chemist; thoroughly experienced; high-class preferred. Office of this Paper.

Y Dispenser, Book-keeper (Hall), requires post. Apply A. M. B., 156, Ewell Road, Sutton.

Y Dispenser, Book-keeper, desires post with Doctor; 4 years' experience. Apply 48/11, Office of this Paper.

YM or otherwise; good all-round experience and references; salary preferred. "W. S." 163, Eswyn Road, Tooting.

YM, qualified (elderly). Address, J. W. W., 90, Alliscote Road, Weston-super-Mare.

YM; qualified; reliable; disengaged for fortnight after September 7. "M.P.S." c/o Messrs. Southalls, Lower Birmingham.

LOCUM; qualified; 45; first-class experience; excellent references; tall; good address; disengaged from September 4. Young, 145, Alexandra Road, Grantham.

LOCUM or permanency from September 14; qualified; fully experienced and capable of entire charge; excellent references.—"Locum," c/o Mr. Walton, Chemist, Needham Market.

LOCUM or permanent; unqualified; thoroughly reliable; disengaged September 2. W., 39 St. Thomas' Road, Finsbury Park, N.

LOCUM; highest references; disengaged September 12; satisfaction guaranteed; moderate. "Yadil," 47/53, Office of this Paper.

LOCUM; disengaged September 9; qualified; capable; London or provinces; age 40. Apply P.C.B. 54/27, Office of this Paper.

M.P.S. DESIRES post as Manager or Assistant; good Dispensing and Counter experience; excellent references. Simpson, Canal Bank House, Leigh, Lancs.

MALE Doctor's Dispenser, Book-keeper (Hall); have lived over surgeries; excellent references; would take care of Surgery, telephone, etc., without dispensing; no children. "X." 47/1, Office of this Paper.

MANAGER or Locum; qualified; 33; married; 17 years' good all-round experience; disengaged. Hall, 28, Sandringham Road, Norwich.

MANAGER, Assistant, or Traveller; 22; educated Brighton Grammar School; qualified; war service. M. L., 11038, Office of this Paper.

MANAGER or Senior Assistant; qualified; permanent or locum; 13 years' experience every class and branch of Pharmacy; highest references. Please state salary. Rankin, Midsomer Norton, near Bath.

MANAGER; experienced; qualified Pharmacist with highest testimonials; disengaged. M.P.S., 22, Ellison Road, Barnes, S.W.

MANCHESTER (near).—Part-time Assistant; hours by arrangement; four years' experience. Apply c/o Vince & Co., Lancaster.

OPTICIAN, F.B.O.A., Locum or otherwise; disengaged; single; in or outdoors; highest references; would be willing to teach Optics or assist in establishing this desirable adjunct to a Chemist's Business, on terms; full particulars given and required. Write, "Son of Pharmacist," 38/3, Office of this Paper.

PART-TIME, anywhere near college; age 22; excellent experience. 45/8, Office of this Paper.

PHARMACIST, 30, married, Manager, desires change; sound Retail business experience; Dispensing, Photographic and Optical; excellent references; disengaged end of September. Please state full particulars and salary. 47/18, Office of this Paper.

PHARMACY (Retail), 26, married; 4 years' war service; educated Grammar School, Cambridge; languages, French, German, Latin; fully trained in Pharmacy; taking qualifying exams. M. L., 2360/22, Office of this Paper.

QUALIFIED Chemist, 28; Manager or Senior position; excellent references. J. R. Clark, Stanger Street, Keswick.

QUALIFIED Manager; reliable Dispenser, Prescriber, good Salesman; seaside and city experience; excellent references; disengaged shortly; married. 21, Aubrey Road, Smallheath.

QUALIFIED, 42, married, requires a situation immediately; over 20 years' experience. Davis, 29, Far Fold Terrace, Armley, Leeds.

QUALIFIED, 22; high-class Retail experience; smart Saleswoman, Window-dressing, etc.; College training. Miss Wellman, 18, Harrington Villas, Brighton.

QUALIFIED, middle-aged, gentlemanly; Locum or Manager; branch or otherwise (permanency desired); best London and country varied experience; satisfactory references; interview preferred; disengaged to-morrow. "Aspirin," 51, Somerleyton Road, Brixton, S.W.

QUALIFIED Manager or Locum; disengaged September 2; 5 ft. 8 in.; widower; no encumbrance; 20 years' experience; permanency desired; London or provinces. B. Kilvert, 37, Islip Street, Kentish Town, London.

QUALIFIED Manager for London; busy market; good opportunity for live man; £200 cash guarantee; salary and commission. Apply 47/54, Office of this Paper.

QUALIFIED, 28, disengaged middle September, desires berth for good-class Dispensing experience; moderate salary; good Counterman; excellent references. "Aspirin," 47/27, Office of this Paper.

SCOTCHMAN (qualified); young, married; Assistant or Manager; excellent Dispensing and Retail experience; London or English industrial town; October. 45/27, Office of this Paper.

UNQUALIFIED, 35, requires permanency in quiet country district; reasonable salary; best endeavours in return for comfortable berth; tall; experienced; South or Midlands preferred; free; knowledge Photography. Apply 44/2, Office of this Paper.

**UNQUALIFIED.**—Locum or Permanency; age 28; 12 years' Dispensing and Counter; disengaged. Smye, 49, Durham Street, Gosport.

**UNQUALIFIED.** 31; accustomed good-class Dispensing and Retail; London or suburbs. W. N. Collyer, 25, Canfield Place, N.W.6.

**UNQUALIFIED.** 34; married; good Counter Hand, reliable Dispenser; over 12 years' London and provincial experience; any locality; references given. Bailey, 38a, River Road, Littlehampton.

**UNQUALIFIED** Manager, Drug Stores, country town or village; 30 years' all-round experience; good references; nominal salary, with commission, accepted, provided living accommodation available; married; disengaged early October. 46/8, Office of this Paper.

**UNQUALIFIED**; disengaged; reliable Dispenser; Counterwoman, etc.; excellent references. 47/40, Office of this Paper.

**UNQUALIFIED.** 33; tall; married; 15 years' good-class experience, including considerable Photographic; highest references; permanency. 47/37, Office of this Paper.

**WELSH** Assistant, 23; 18 months' war service; educated College School, Wales. M. L., 42050, Office of this Paper.

**YOUNG** Lady, 21; able Dispenser and Assistant; 4 years' experience. E. H., 58, The Broadway, West Ealing.

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**ADVERTISER**, young, Toilet Goods experience, seeks situation with good house, can invest; suitable for travelling; Midlands preferred. "A.", 41/18, Office of this Paper.

**ADVERTISER**, aged 40, thorough knowledge Chemist's Sundries, Surgical Instruments, Perfumery and Photographic, with good travelling experience, seeks responsible permanent position indoors, or as Representative; London only. "Ernest," "P.C.B.," 54/6, Office of this Paper.

**ADVERTISER** seeks position in Wholesale; travelling or Agency; Sundries, Toilet Goods, etc. "A.", 4, Vicars Hill, Lewisham, S.E.13.

**ANALYTICAL** Chemist (25), fair knowledge French and German, ambitious, energetic, hard worker, desires post as Assistant, or otherwise where prospects for ability are good; excellent references. 40/2, Office of this Paper.

**A** Representative, first-class house; disengaged; qualified Chemist; connections, Welsh ground. "Slinn," 7, Regent Street, Upper Bangor, N.W.

**ASSISTANT**, reliable, with thorough knowledge of all departments, requires position with wholesale firm, Leicester, Birmingham, London, or North. 45/35, Office of this Paper.

**CHEMIST** seeks re-employment, Manufacturing, Analytical or Research work, or on the road to represent a good house; highest references; reasonable salary. E. C. Davies, M.Sc., M.P.S., Chandos Road South, Chorton-c.-Hardy, Manchester.

**CHEMIST**, 24, University training, some experience of office routine, desires Technical or Clerical post. "M. L.," 28/767, Office of this Paper.

**LABORATORY** Hand; disengaged; experienced. "G. W.," 12, Ebury Bridge Road, Pimlico, S.W.1.

**LABORATORY** Foreman or Assistant.—Lancashire firm can recommend man with 14½ years' manufacturing experience; desirous of returning South. 40/38, Office of this Paper.

**LAB**, 15½, whose father is in the retail, wants a start. Gatehouse, 5, Brettell Street, London, S.E.17.

**PILL** and Tablet Coater seeks engagement; used to all kinds of coating; 9 years' experience; age 26; single. G. Tagwell, 53, Rutland Road, Hove.

**REPRESENTATIVE**.—Captain, age 29, married, sound knowledge chemicals and Chemists' sundries, with connection in Eastern Counties, desires post as above. M. L., 1991-22, Office of this Paper.

**REPRESENTATIVE**, just concluded 5 years' engagement with leading Drug, etc., house, first-class and extensive provincial connection, open to represent reliable house; qualified Chemist; excellent record and references. 47/15, Office of this Paper.

### [Colonial, Indian and Foreign.]

**ASSISTANT** or Representative, 46, single; educated privately; can speak Dutch; travelling representative in South Africa, connection Cape Town to Zambesi, recently with Society of Apothecaries. M. L., 3378/22, Office of this Paper.

**SOUTH FRANCE**, etc.—Qualified Chemist, 49, first-class experience, with knowledge of French and German, desires season engagement. "Pharmacist," 41/4, Office of this Paper.

### MISCELLANEOUS.

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# RETAIL PRICE LIST

## based on definite costing principles

### SEPTEMBER SUPPLEMENT

The Prices given below are additions, or in most cases alterations, in either the Cost or Selling Prices since the issue of the C. & D. Retail Price List and the August Supplement in THE CHEMIST AND DRUGGIST, July 8 and August 5 respectively.

These Prices enable Chemists to revise the C. & D. Retail Price List up to September 1.

The method of using the Price List is explained on the front page of the quarterly publication.

|                        | Cost<br>1 lb.<br>or as<br>stated | Selling Price (solid or liquid) |       |       |       |                 |  | Cost<br>1 lb.<br>or as<br>stated       | Selling Price (solid or liquid) |       |       |       |                 |
|------------------------|----------------------------------|---------------------------------|-------|-------|-------|-----------------|--|--|---------------------------------|-------|-------|-------|-----------------|
|                        |                                  | 16 oz.                          | 4 oz. | 1 oz. | 1 dr. | Gr.<br>or<br>ml |  |  | 16 oz.                          | 4 oz. | 1 oz. | 1 dr. | Gr.<br>or<br>ml |
| dosolol .. oz.         | 4 0                              | —                               | —     | 6 0   | 1 3   | —               |  | Dec. papaveris conc. 1 to 7 C          | 4 6                             | —     | 2 3   | 0 8   | 0 1½            |
| ricum .. ..            | 3 6                              | 5 3                             | —     | —     | —     | —               |  | Dec. papav. et anth. conc. 1 to 7 C    | 4 0                             | —     | 1 9   | 0 7   | —               |
| ric. pulv. .. ..       | 3 7                              | 5 5                             | —     | —     | —     | —               |  | Digitalis fol. Ang. ..                 | 3 0                             | —     | 1 4   | —     | —               |
| esyllic. pur. (vap.) C | 2 0                              | —                               | 1 0   | 0 4   | —     | —               |  | Elix. ipecac. B.P.C. ..                | 3 6                             | —     | 1 8   | 0 6   | —               |
| ic. .. ..              | 1 5                              | 2 1                             | 0 7½  | —     | —     | —               |  | Elix. quin. ammon. B.P.C. ..           | 6 4                             | —     | 2 10  | —     | —               |
| carb. .. ..            | 1 1                              | 1 7                             | 0 6   | —     | —     | —               |  | Elix. senna legum. B.P.C. ..           | 4 9                             | 9 4   | —     | —     | —               |
| carb. pulv. ..         | 1 3                              | 1 11                            | 0 7   | —     | —     | —               |  | Elix. viburn. prunif. B.P.C. ..        | 7 8                             | —     | 3 5   | 1 0   | —               |
| carb. pulv. (Hds.)     | 2 3                              | —                               | 1 0   | 0 4   | —     | —               |  | Emuls. ol. morrh. c. hypoph. B.P.C. .. | 2 4                             | 3 6   | —     | —     | —               |
| carb. coml. ..         | 0 10                             | 1 3                             | 0 5   | —     | —     | —               |  | Ess. puleg. 1 in 10 ..                 | 10 6                            | —     | 4 1   | 1 1   | —               |
| carb. coml. ..         | 0 8½                             | 1 1                             | —     | 7 lb. | 7 1   | —               |  | Ext. krameriae pulv. oz.               | 1 10                            | —     | —     | 3 2   | 0 7             |
| carb. coml. pulv. ..   | 0 11                             | 1 5                             | —     | 7 lb. | 9 2   | —               |  | Ferri oleas .. ..                      | 5 3                             | —     | 2 4   | 0 8   | 0 1½            |
| dulc. pulv. ..         | 4 11                             | 7 6                             | 2 2   | —     | —     | —               |  | Guaiacol. benz. .. oz.                 | 3 6                             | —     | —     | 7 0   | 1 2             |
| hydras .. oz.          | 4 9                              | —                               | —     | 8 4   | 1 5   | —               |  | Hexamina resorcin. oz.                 | 2 0                             | —     | —     | 3 6   | 0 8             |
| ictus .. ..            | 1 6                              | 2 3                             | 0 8   | —     | —     | —               |  | Hydrastininæ hydrochlor. gr.           | 0 11                            | —     | —     | —     | 1 10            |
| ict. pulv. .. ..       | 2 0                              | 3 0                             | 0 10½ | —     | —     | —               |  | Lin. camphoræ .. ..                    | 2 8                             | 4 0   | —     | —     | —               |
| et sodii tartras ..    | 0 8                              | —                               | —     | 1 2   | 0 3   | —               |  | Liq. ammon. acet. fort. (1 to 4)       | 1 3                             | —     | 0 9   | 0 3   | —               |
| ig. pulv. .. ..        | 0 7                              | 0 10½                           | —     | —     | —     | —               |  | Liq. ammon. citr. fort. (1 to 3)       | 3 4                             | —     | 1 10  | 0 6   | —               |
| ethi conc. 1-40 ..     | 12 4                             | —                               | 5 4   | 1 6   | —     | —               |  | Liq. euonymi et cascarae ..            | 7 6                             | —     | 3 4   | 0 11  | 0 2             |
| isi conc. 1-40 ..      | 12 4                             | —                               | 5 4   | 1 6   | —     | —               |  | Liq. opii sed. B.P.C. .. B, F          | 6 0                             | —     | 2 9   | 0 9   | —               |
| rant. flor. conc. 1-40 | 18 0                             | —                               | 7 10  | 2 0   | —     | —               |  | Liq. opii sed. P.F. .. B, F            | 5 10                            | —     | 2 8   | 0 9   | —               |
| nph. conc. 1-40 ..     | 5 3                              | —                               | 2 4   | —     | —     | —               |  | Lupulus .. ..                          | 5 0                             | 7 6   | 2 2   | 0 7   | —               |
| (pot.) incl. duty gal. | 1 11                             | gal.                            | 3 0   | pint  | 0 5   | —               |  | Naphtha (wood) .. gal.                 | 12 0                            | pint  | 2 4   | —     | —               |
| .. .. oz.              | 11 6                             | —                               | —     | 3 6   | 1 3*  | —               |  | Oculent. atrop. .. B oz.               | 1 2                             | —     | —     | 2 0   | 0 4             |
| owder P.F.I. ..        | 1 7                              | 2 5                             | 0 8   | 0 2½  | —     | —               |  | Ol. patchouli Ang. .. oz.              | 6 4                             | —     | —     | 9 6   | 2 0             |
| owder P.F. VIII ..     | 1 2                              | 1 9                             | 0 6   | 0 2   | —     | —               |  | Oxyquinolin. sulph. (ortho.) oz.       | 2 2                             | —     | —     | 3 10  | 0 8             |
| benz. .. .. oz.        | 2 0                              | —                               | —     | 3 6   | 0 7   | —               |  | Pasta zinci co. B.P.C. ..              | 1 7                             | 2 5   | —     | —     | —               |
| (2 c.c. tubes) doz.    | 5 0                              | ea.                             | 0 8   | —     | —     | —               |  | Pil. hyd. subchlor. co. pulv.          | 9 3                             | —     | 4 0   | 1 2   | —               |
| citras efferv. ..      | 4 0                              | —                               | 2 0   | 0 7   | —     | —               |  |  |                                 |       |       |       |                 |
| osph. acid. pulv. ..   | 1 5                              | 2 2                             | 0 7½  | 0 2   | —     | —               |  |  |                                 |       |       |       |                 |
| rad. pulv. ..          | 1 8                              | 2 6                             | 0 9   | 0 3   | —     | —               |  |  |                                 |       |       |       |                 |
| exot. (1-oz. tab.)     | 2 5                              | 3 8                             | 1 1   | 0 4   | —     | —               |  |  |                                 |       |       |       |                 |
| yl. (spirit-sol.) oz.  | 3 4                              | —                               | —     | 5 10  | 1 0   | —               |  |  |                                 |       |       |       |                 |
| ii .. .. B, F          | 4 0                              | —                               | 1 9   | 0 6   | 0 1   | —               |  |  |                                 |       |       |       |                 |
| opt... .. ..           | 3 4                              | 5 0                             | —     | —     | —     | —               |  |  |                                 |       |       |       |                 |

|                              | Cost  | Selling Price (solid or liquid) |        |       |       |       |               | Cost | Selling Price (in container) |     |    |
|------------------------------|-------|---------------------------------|--------|-------|-------|-------|---------------|------|------------------------------|-----|----|
|                              |       | 1 lb.<br>or as<br>stated        | 16 oz. | 4 oz. | 1 oz. | 1 dr. | Gr.<br>or fl. |      | per 1,000                    | 100 | 50 |
| Pil. scammonii co. pulv. oz. | s. d. | s. d.                           | s. d.  | s. d. | s. d. | s. d. | s. d.         |      |                              |     |    |
| 1 9                          | —     | 3 0                             | 0 3½   | 0 6   | —     | —     | —             |      |                              |     |    |
| Potassa caustica (black ash) | 2 2   | 3 3                             | 1 0    | 0 3½  | —     | —     | —             |      |                              |     |    |
| Pulv. ipecac. co. B, ex F    | 5 6   | —                               | 2 5    | 0 8   | 0 1½  | —     | —             |      |                              |     |    |
| Quinidina .. .. oz.          | 7 3   | —                               | —      | —     | 2 2   | —     | —             |      |                              |     |    |
| Quinidinæ sulph. .. .. oz.   | 5 10  | —                               | —      | —     | 1 8   | —     | —             |      |                              |     |    |
| Quinin. benz. .. .. oz.      | 5 9   | —                               | —      | —     | 1 8   | 0 4*  | —             |      |                              |     |    |
| Sulphur rotund .. ..         | 0 4   | 0 6                             | 0 2½   | —     | —     | —     | —             |      |                              |     |    |
| Thiosinamin .. .. oz.        | 2 0   | —                               | —      | 3 6   | —     | —     | —             |      |                              |     |    |
| Tr. capsici fort. B.P.C. ..  | 8 3   | —                               | 3 5    | 0 11  | 0 2   | —     | —             |      |                              |     |    |
| Tr. kola .. ..               | 6 0   | —                               | 2 5    | 0 8   | 0 1½  | —     | —             |      |                              |     |    |
| Tonca fab. para frosted ..   | 5 8   | —                               | 2 5    | 0 8   | 0 2   | —     | —             |      |                              |     |    |

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We have revised the *C. & D.* Poisons Schedule Cards, which were originally issued shortly after the Poisons and Pharmacy Act, 1908, came into force, and which have been out of print for some time. These are now on sale at prices given below. The revised cards are founded on the lists published in *The Chemist and Druggist Diary*, 1922, and embody changes which have taken place since the Diary was printed. The *C. & D.* Poisons Cards, which are specially convenient for reference in the pharmacy, are uniform in size (10 in. x 12½ in.), and each card is provided with cord for hanging up.

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